

The McDANIEL GRAIN DRIER

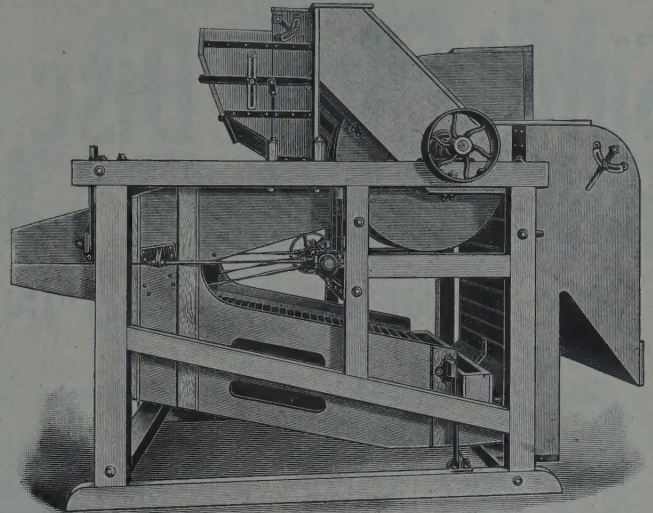
Will remove any desired percentage of moisture from grain, putting it in perfect condition for milling, shipping or storage.

It is working daily drying Wheat, Whole Corn, Cracked Corn, Buckwheat, Beans, etc.

WRITE US FOR FULL INFORMATION

Richmond Manufacturing Company Lockport, New York

REPRESENTED BY { L. S. MEEKER, 2 Chamber of Commerce, Minneapolis, Minn.
B. P. ORDWAY, 225 Board of Trade, Kansas City, Mo.
E. R. WATSON, 221 E. Kentucky St., Louisville, Ky.

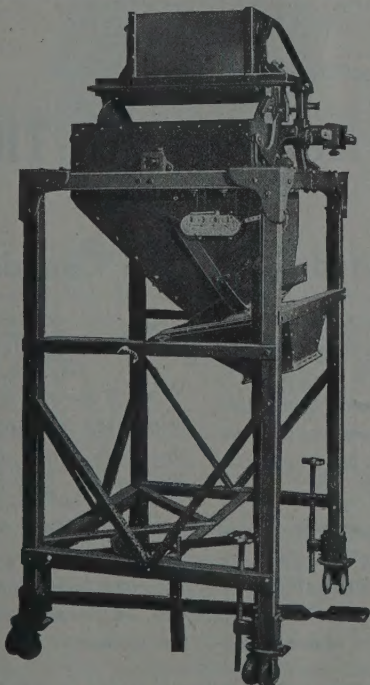


Niagara Compound Shake Corn and Cob Separator

Designed especially for cleaning corn and removing the cobs as it comes from the Sheller. Equipped with non-choking sieves of special construction and deep reservoir ring oiling boxes. Built of hard wood and iron in capacities from 200 to 2000 bushels per hour.

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Occupies
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Most
Economical
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Install



PORTABLE BAGGER
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or
Wear Out
—
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National Automatic Scale Co.
Bloomington, Illinois



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B. S. CONSTANT CO.
Bloomington, Ill.,

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Oh, they can furnish you anything you want from Power to the car. Send for their catalog and tell them what you want or would like to do to your plant, and they will send an experienced man to help plan the improvement.

BUB.

WE WERE THE FIRST TO BRING OUT A

Single Steel Disc Feed Grinding Mill

that has proven a perfect success.

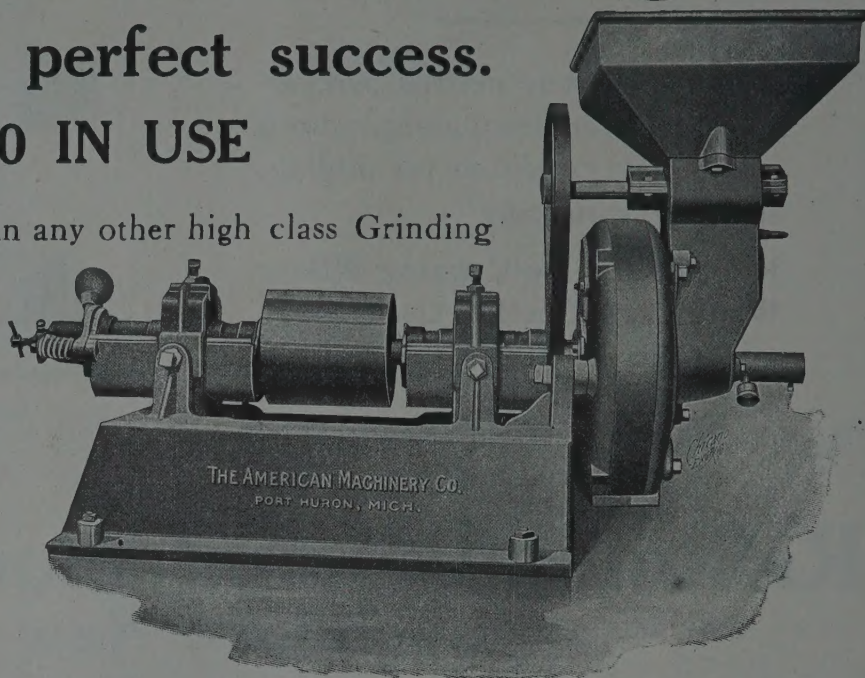
NEARLY 600 IN USE

The cost of installing is $\frac{2}{3}$ less than any other high class Grinding Mill on the market.

The stock ground on the American Special Chopper is soft and bulky and just the kind of ground feed required for stock feeding.

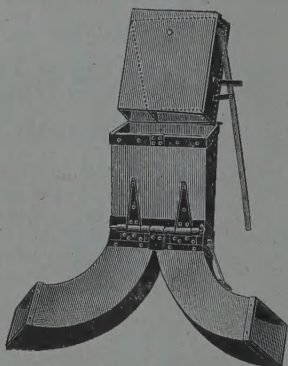
The Grinding Plates used on the American Special are fully covered by patents.

Write for Catalog and prices.



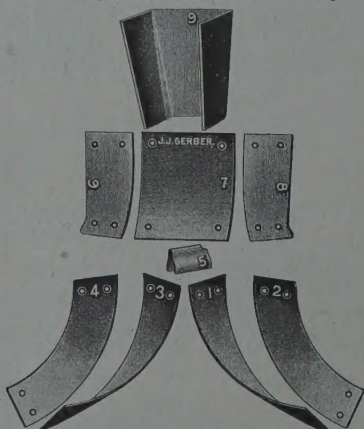
THE AMERICAN MACHINERY COMPANY, PORT HURON, MICH.

THE GERBER BIFURCATED GRAIN SPOUT



The only Spout made for trimming cars that will load both ends at the same time. It is made very heavy and has cast linings.

Cast Linings for Bifurcated Grain Spout



When ordering cast linings give number of parts required.

For particulars write

J. J. GERBER - - MINNEAPOLIS, MINN

UNIVERSAL GRAIN CODE

(and Mill Feed Supplement)

COMPILED FOR USE OF

GRAIN and MILLING TRADES

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United States and Canada

This Code meets the present day requirements of the grain and milling trades—is up-to-date in every respect and thoroughly covers the changes in methods and business that have come into use of late years.

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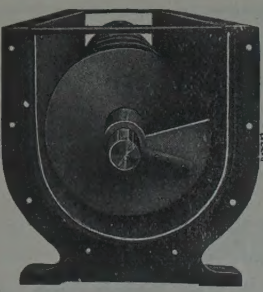
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431 S. Dearborn Street


CHICAGO, ILL.



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HELICOID

Helicoid conveyor has a stronger flight and a heavier pipe than the same diameter of old style conveyor, and

Helicoid flight and pipe are put together so they support and strengthen each other.

Helicoid flight has a shovel edge. Other has blunt edge.

Helicoid flight is one continuous strip of metal end to end of pipe. Other is short sections lapped and riveted together every turn or half turn around the pipe.

Helicoid is a smooth, nicely-balanced spiral, and has no joints to wear out and open up.

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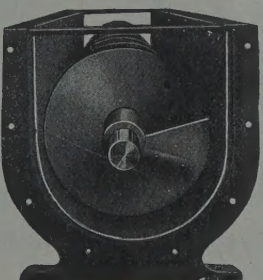
Helicoid costs no more than inferior kinds of conveyor; it's all-round satisfaction at the same price.

Ask about our Steel Conveyor Boxes, too.

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Catalog
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CORN DRYERS



WITH THE EUREKA SYSTEM IT
COSTS LESS PER BUSHEL TO
CONDITION AND DRY CORN.



250 page catalog and testimonials
mailed on request.

The S. HOWES CO.

"EUREKA" WORKS Silver Creek, N. Y.

SEEDS

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The BOOK of CORN

SHOULD BE ON THE DESK OF EVERY
ELEVATOR MAN WHO HANDLES CORN

It is the only work that covers the field from the growing to the final
disposition of the cereal. An exhaustive treatise on corn
growing, breeding, marketing, etc.

The book has been prepared by specialists, under the direction of Herbert Myrick, and covers all features of the corn business. It tells not only how corn should be treated by the farmer as producer in every step of the program of corn culture, but also how to market corn and what ultimately becomes of it—on the farm, as feed; or in the world's markets as the raw material of vast manufacturing industries.

Price, \$1.50 per copy

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Electro Automatic Magnetic Separator



Very Durable—Small Consumption of Current

Will positively remove all iron from the grain.
Has retaining force of 500 pounds, making it impossible for any iron to pass it.

This machine does not deteriorate with age—on the contrary actually becomes more efficient with use.

We are prepared to furnish a small inexpensive dynamo for it where current is not available.

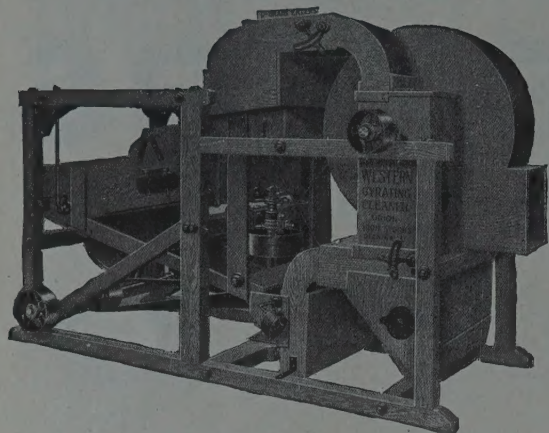
INVINCIBLE GRAIN CLEANER COMPANY

SILVER CREEK, N. Y., U. S. A.

— REPRESENTED BY —

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WESTERN machinery has played an important part in handling the World's Grain crop for nearly half a century.



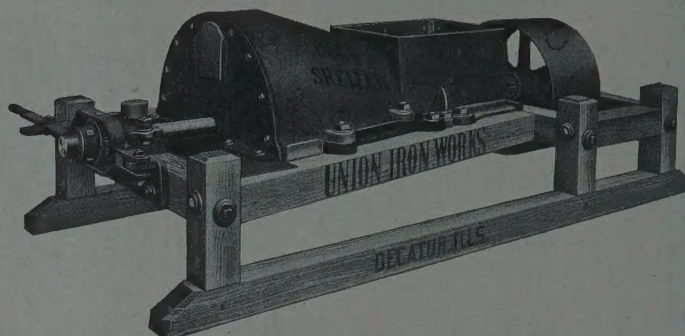
The Western Gyrating Cleaner

We manufacture everything needed for the grain elevator, from pit to cupola.

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Our **SHELLERS and CLEANERS**

are the recognized standard wherever corn is grown.



The Western Regular Warehouse Sheller

UNION IRON WORKS

DECATUR, ILLINOIS

It Is Important To Decide Right

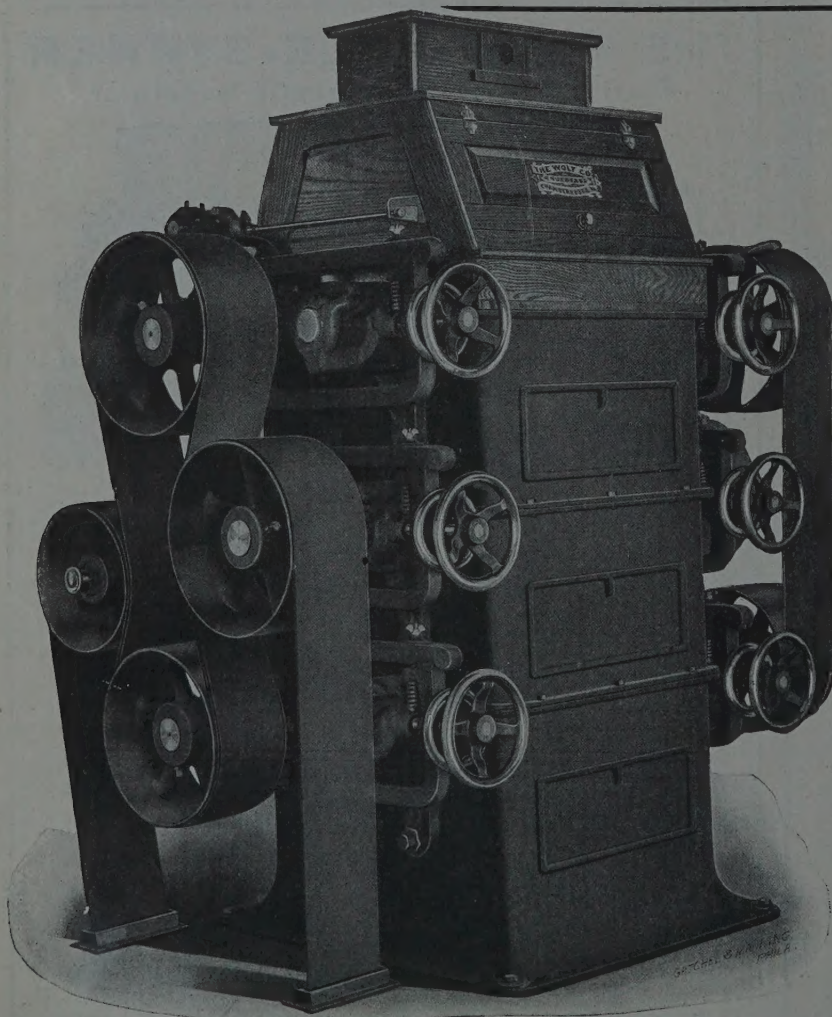
If you are about to purchase a feed mill we can demonstrate to you that the only wise decision to make is to purchase our

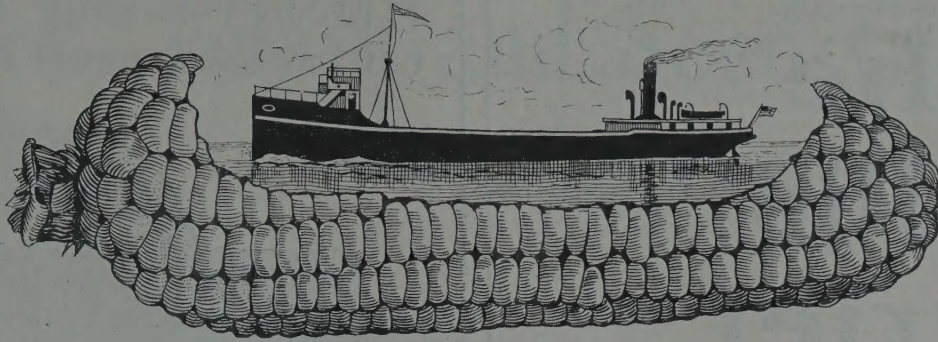
Wolf Three Pair High Roller Mill

The accompanying picture speaks for itself. The mill is strongly built, light running with large capacity and is unequaled for feed and chop grinding.

Send for descriptive circular

THE WOLF CO.
Chambersburg, Pa.





THE WATER IN CORN

is the most serious proposition the grain man faces today.

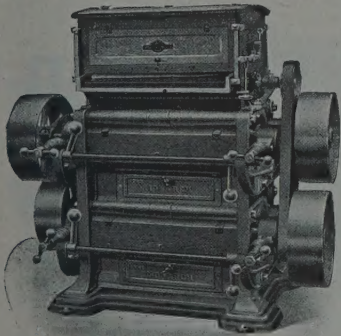
It isn't serious if you face it with a Hess Drier and a Hess Moisture Tester. Ask us about them. Used everywhere and sold under absolute guarantee. :: :: ::

HESS WARMING & VENTILATING CO.

910 Tacoma Building

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ROLLER FEED MILL



ONLY MILL OF ITS KIND ON THE MARKET
WITH PROTECTED ROLLS

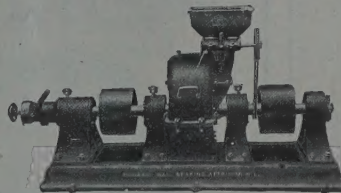
We manufacture the Largest, Most Improved, and Most Complete Line of Machinery for Flour and Feed Mills, Grain Elevators, etc., in the World.

MONARCH Feed Grinders

WILL SOLVE ALL YOUR TROUBLES

BALL BEARING ATTRITION MILL

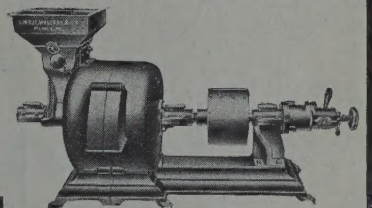
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The KING-PIN
OF ALL FEED GRINDERS

We GUARANTEE you such a LARGE SAVING IN POWER or INCREASE IN CAPACITY with your PRESENT POWER, that you CANNOT AFFORD to be WITHOUT ONE. This mill NEEDS NO ATTENTION and will NEVER GET OUT OF TRAM. Try one now. Always give us a chance to figure on all your wants.

GENUINE FRENCH BURR MILL



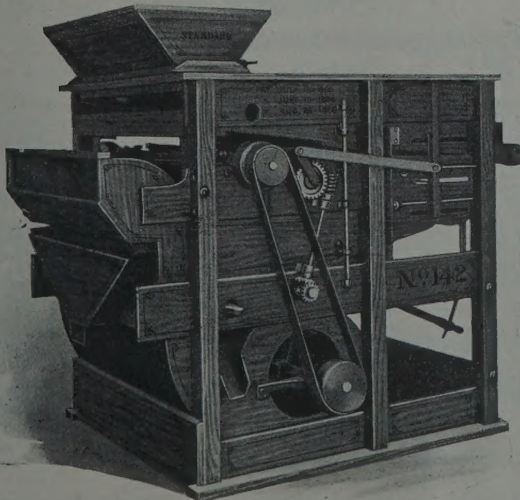
SPROUT, WALDRON & CO., THE MILL BUILDERS

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MONADNOCK BLK. - CHICAGO

P. O. BOX 320
Established in 1866
Agents Wanted Everywhere

Muncy, Pa.

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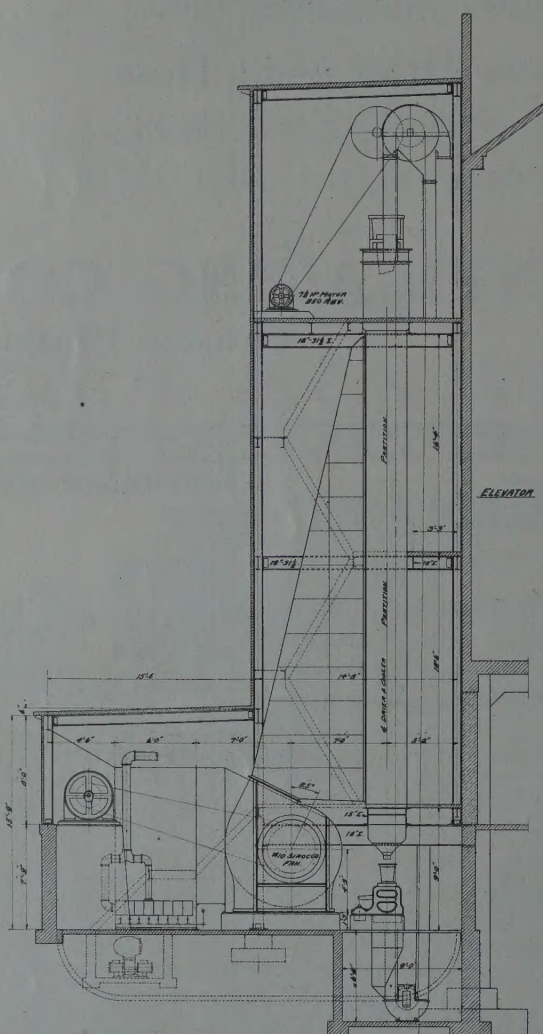
No. 142 "STANDARD" GRAIN AND SEED CLEANER

EQUIPPED WITH SCALPER SCREEN, TRAVELING BRUSHES, BLAST REGULATOR AND SINGLE DRUM

THIS machine is built with a full length scalper screen, which runs in an opposite direction from the two lower screens, and it will clean stock in one operation that would otherwise require two runs on a two screen machine. The lower screens are equipped with *Traveling Brushes*, and the Cleaner is also equipped with our Patented *Blast Regulator* which entirely eliminates the use of *Double* or *Divided Drums* in any width of Cleaners desired, and insures a perfectly *Even Blast* the entire width of the Drum. This is one of the most vital points to be considered in choosing a Cleaner, and commends the Standard to those who desire a Machine for the highest quality of efficiency. This Cleaner is of large capacity, and is A1. for Receiving, Grading and Cleaning Grain or Seeds of every variety. We will be pleased to forward full particulars on request. We manufacture a complete line of the latest improved and most durable and efficient Grain and Seed Cleaners ever produced. Write us for Catalogue and Discounts.

THE INTERNATIONAL MANUFACTURING CO.
CRESTLINE, OHIO, U. S. A.

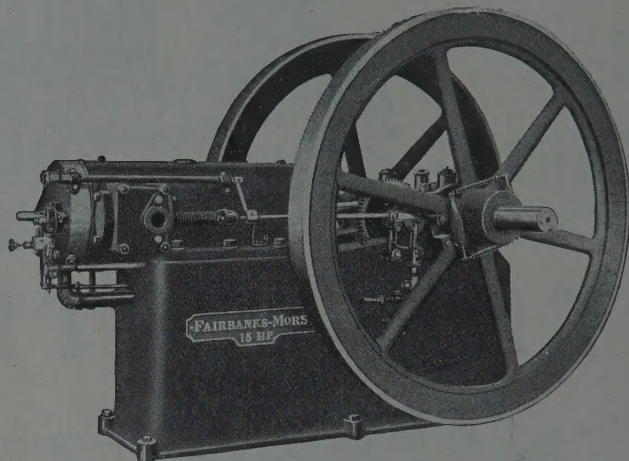
The Ellis Drier Co.



Showing cross section of drying plant recently erected for the Ralston Purina Mills Company, St. Louis, Mo. This plant has a guaranteed capacity of 750 bushels per hour.

**POSTAL TELEGRAPH BLDG.
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5 Money-Saving Features of Fairbanks-Morse Engines



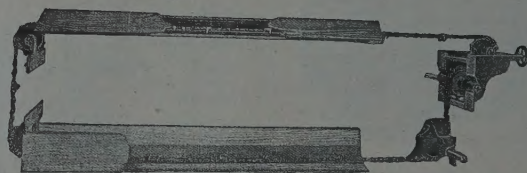
- 1—They use very little fuel.
- 2—They operate on cheap, low grade oils, as well as on Kerosene, Gasoline, Benzine and Naphtha.
- 3—They are reliable—No shut-downs.
- 4—They develop full power at slow speed, insuring long life.
- 5—They require no engineer.

Write for Catalog No. 544 NX

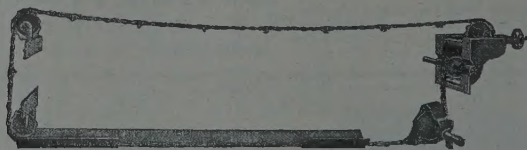
Fairbanks, Morse & Co.,

900 So. Wabash Avenue, Chicago, Illinois.

The Sidney Chain Drag Feeders



Style A



Style B

THE above Drags are complete and consist of the following: Cast Head with Tightener Sprocket, Shafts and Bearings; Cast Adjustable Rake-off with Sprocket, Shaft and Bearings; Cast Ends with Sprocket, Shaft and Bearings; Cast Iron Lining used in bottom of Drag Box; Wrought Iron Return Track for the Drag Chain to return on. The only difference between Style "A" and Style "B": Style "A" is complete with wood bottom box and return box which we do not furnish with Style B. All iron bearings are babbitted and furnished with oil holes.

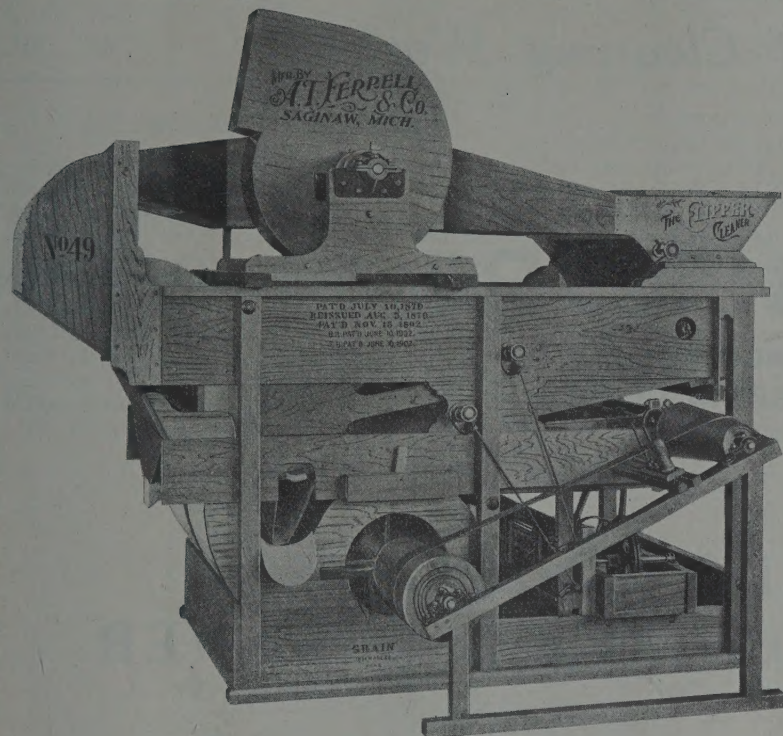
We manufacture five different style Corn Shellers, also Grain Cleaners, Wagon Dumps, Grain Feeders, Manlifts. Everything for an Elevator from basement to cupola.

Write for our complete Catalogue No. 25.

The Philip Smith Mnfg. Company
Sidney, Ohio

A Complete Stock Carried at Enterprise, Kan.

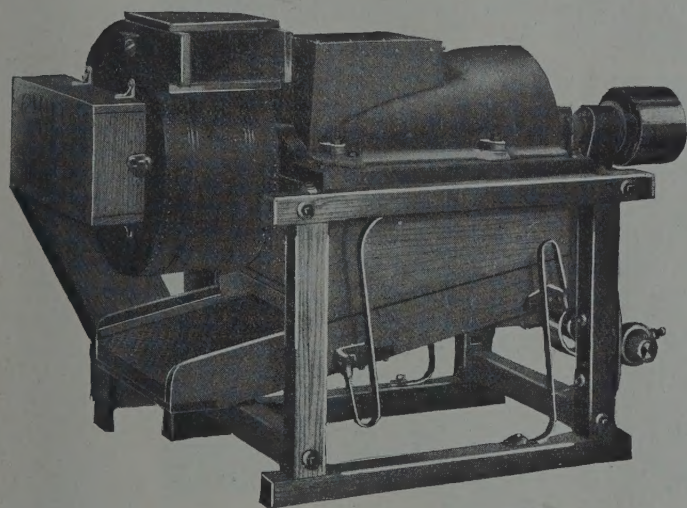
"Clipper" Grain and Seed Cleaners



The No. 49 Clipper is a first-class grain receiving cleaner for local elevators. It has large capacity, is solidly built, is dustless and will make the most difficult separations. It is simple, strong, convenient and will not easily get out of order. It requires less for repairs than any other grain cleaner on the market and is always ready for business. Ours is the only successful combination cleaner on the market. We give a 30-day guarantee with each machine.

If you are looking for the best cleaner, we would like to show you what we have. Our line of clover seed cleaners is strictly up-to-date. All sizes and capacity. We can furnish machines with Traveling Brushes, Air Controller and all modern improvements. Send for catalog and discounts.

A. T. FERRELL & CO., - SAGINAW, MICH.



The Substantial Evidence

offered by hundreds of successful mill and elevator owners is the best argument in favor of

"N. & M. CO." ELEVATOR EQUIPMENT

These men use "N. & M. Co." equipment because they have proved beyond a doubt that it is unsurpassed in quality, reliability, and economy of power and upkeep.

Now is the time to install that feed mill. We carry a complete line.

NORDYKE & MARMON COMPANY

America's Leading Mill Builders

Established 1851

INDIANAPOLIS, IND.

SIXTY YEARS OF SUCCESSFUL MANUFACTURING

*Always Ready For
Two Kinds Of Cleaning Work*

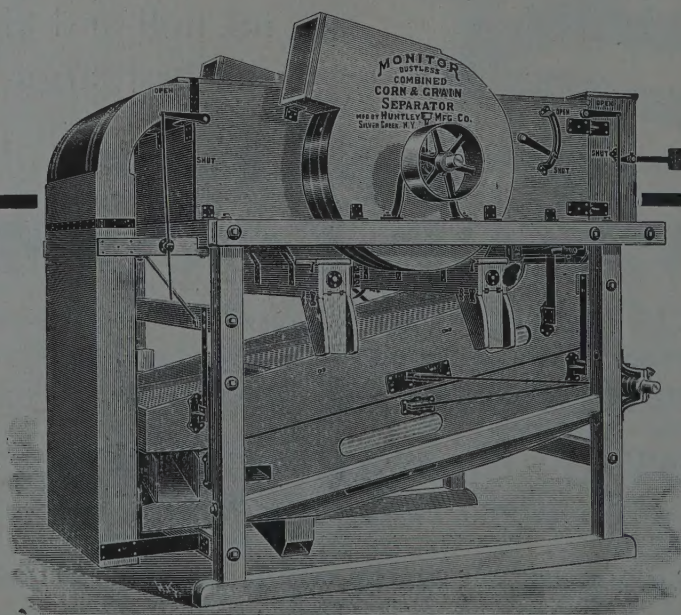
“MONITOR”

**COMBINED
CORN AND GRAIN CLEANER**

**IN 60 SECONDS YOU HAVE
ANOTHER KIND OF GRAIN CLEANER**

It only takes a minute to change this machine from one kind of cleaning work to another. It is always ready for handling two kinds of grain without changing the screens. This enables the operator to handle cleaning work in the quickest possible manner. It simplifies your cleaning operations and enables you to make quick shifts from one kind of grain to another. The machine carries two complete complements of screens, which are operated independently of one another. The change from one kind of grain to another is effected by simply setting over the air and feed distributing valves—work that requires but a minute's time. This machine will give splendid service for cleaning corn with cob, wheat, oats, barley, rye, etc. Hundreds in operation in many of our prominent grain elevators, and every one is delivering air and screen separations that are without equal. For ease of regulation, light power and perfect cleaning work this machine will out-rank anything offered you for all around cleaning, where several kinds of grain are handled with great frequency. Our catalog No. 45 tells you “why.”

HUNTLEY MFG. CO., Silver Creek, N. Y.



The American Elevator and Grain Trade

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

VOL. XXX.

CHICAGO, ILLINOIS, APRIL 15, 1912.

No. 10.

A FLOATING DRIER PLANT.

The Armour Grain Company, of Chicago, has just completed probably the largest grain drier there is in the world, at an investment of not far from \$200,000. To build the drier they purchased and used the lake steamer Helena which has been in the grain carrying trade on the Great Lakes. The length of the vessel is 310 feet and its beam 24 feet. It had a carrying capacity of about 125,000 bushels of grain. Upon this boat an Ellis Drier has been constructed, with a drying capacity in the neighborhood of 75,000 bushels in twenty-four hours.

The machinery is so constructed that grain can

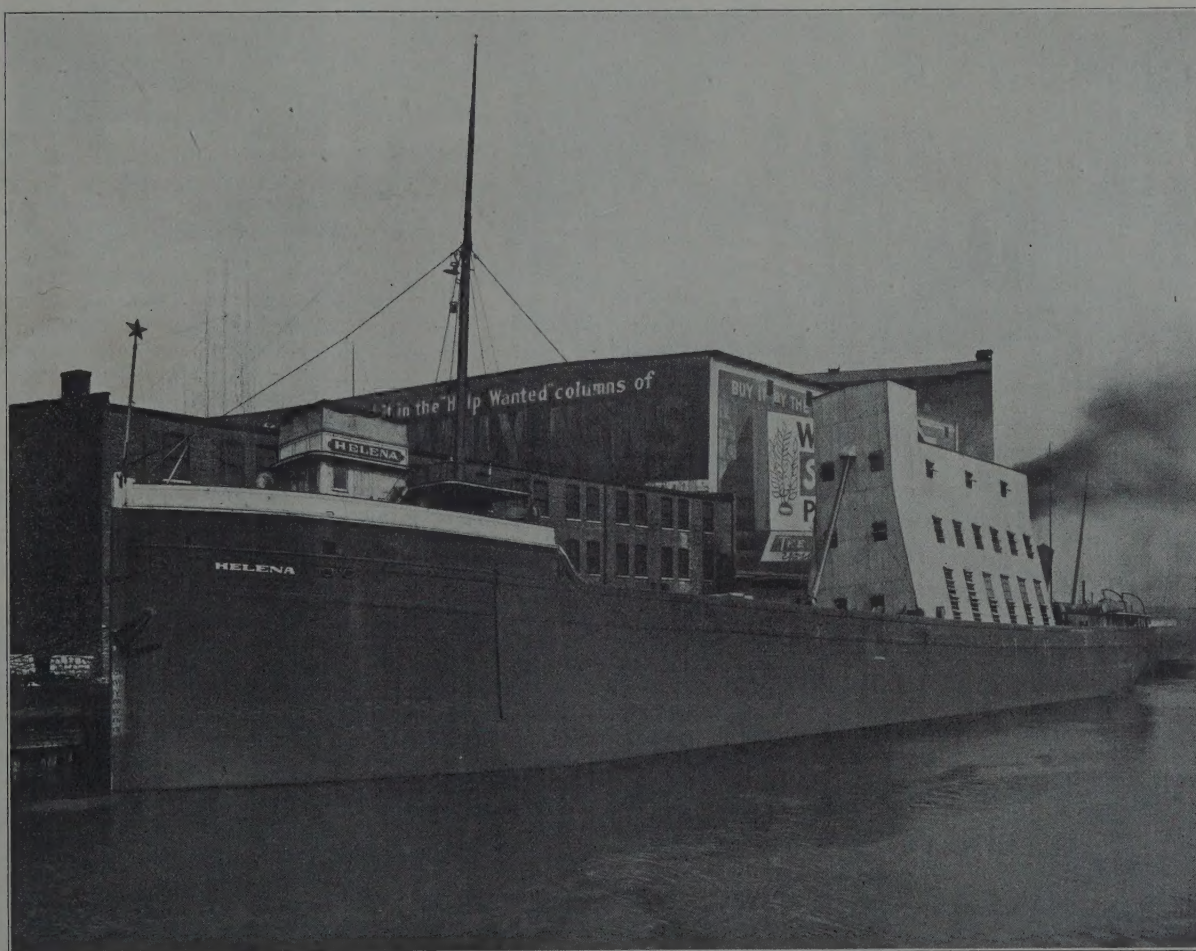
every way, including electric lights, a laboratory furnished with moisture testers and other devices needed in a grain drying plant.

A brief description of the drier equipment will prove interesting at this point. The driers are arranged in a battery formation, two 6-unit machines to a battery. Directly in line with the driers are located the coolers, composed of two 6-unit machines. Each battery is 28 feet 4 inches in height by 13 feet 2 inches in width. Both driers and coolers are of all steel construction, absolutely fireproof. Connected with each drier are steel coils of 1-inch pipe, with a total length of 25,200 lineal feet. These coils are especially adapted for the utilization of

The drier has been in operation for about three weeks.

NATIONAL BOARD OF TRADE.

President Taft has proposed the organization of a National Board of Trade that shall be representative of the commercial interests of the country; and in order to bring the matter to the attention of the business men of the country Secretary Nagel of the Department of Commerce and Labor, by direction of the President, has called a convention of delegates from about 1,000 commercial organizations in all parts of the country to meet in Washington on



THE ARMOUR GRAIN COMPANY'S NEW FLOATING GRAIN DRIER, CHICAGO, ON THE STEAMER HELENA.
Built in accordance with plans and specifications furnished by the Ellis Drier Company.

be put aboard the drier from any elevator and after drying, the steamer Helena, with her own steam, can go to any point and discharge into any elevator, vessel or railroad car with her own machinery. In this manner there is avoided the necessity of unloading at an elevator having a marine leg.

In addition to the grain drier constructed aboard the steamer Helena, there is considerable storage capacity which has been constructed with hopper bottom bins with conveyors which will take the grain from this storage into the drying machinery. After being dried the grain can either be discharged from the steamer Helena or put in the storage bins aboard the boat itself. The whole plant has been constructed under plans and patents furnished by the Ellis Drier Company of Chicago.

The equipment aboard the boat is complete in

exhaust steam. In connection with the coils, there are two automatic feed pumps and receivers, which take care of all water condensation and pump it directly back to the boilers. As an extra precaution in case of breakdown, these pumps are cross connected.

Heated air to the driers is delivered by "Sirrocco" fans, each fan capable of delivering 110,400 cubic feet of air per minute. The air to the cooler is delivered by the same type fans of same capacity as the drier fans. While delivering this tremendous volume of air, the operation of the fans is practically noiseless. All three fans are driven by an angle compound center-crank type engine, built by the American Engine Co., of Bound Brook, N. J. The steam is furnished by two Scotch marine boilers.

April 15, for discussion of the project and to recommend a plan of organization. The Chicago Board of Trade will be represented by President Frank M. Bunch, J. C. F. Merrill and S. P. Arnot.

The President's statement of the purport of his plan is in part the following:

It appears to me to be obvious that such an organization must be instrumental in a very large field to aid and assist the executive and legislative branches of government in the intelligent and impartial development of domestic and foreign trade.

For illustration, such an organization properly represented at the seat of government, could be of incalculable assistance in advising the executive branch of government with respect to the methods and rules to be adopted in the administration of existing law. It could be of like assistance in giving advice in regard to new proposed legislation and in counseling representatives of the executive branch when asked to submit recommendations upon bills introduced and pending before committees.

Such an organization would be in the best possible

position to suggest fields for new inquiry at home and abroad, the methods by which such inquiries should be pursued, and the means by which the results can be most advantageously brought to the attention of our merchants and manufacturers; and it is safe to assume that if such an organization is created its chief activities will be developed in the light of our own experience.

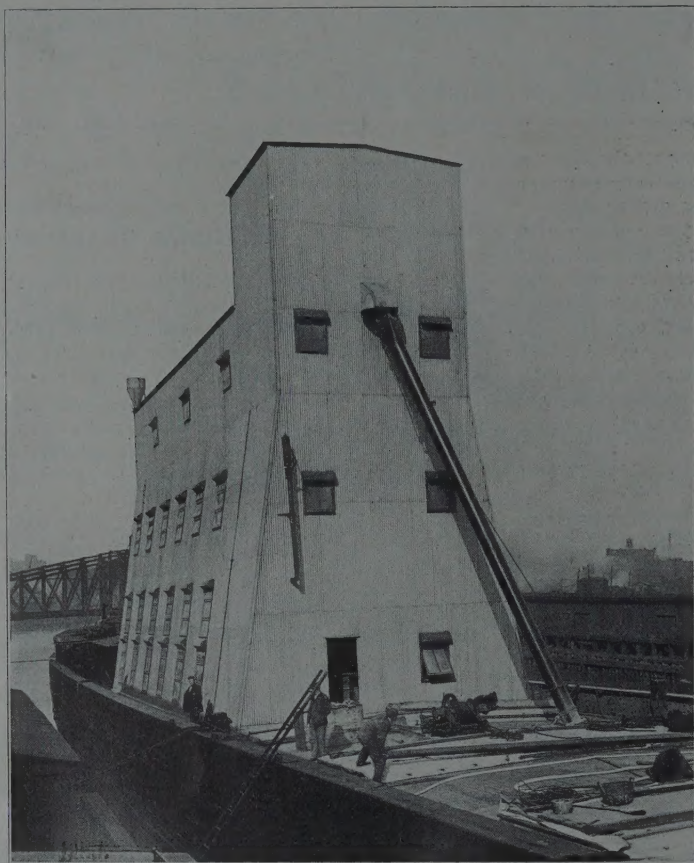
because the people among whom they are stationed might use certain American goods (if they could get them), therefore there is an "opportunity" for their sale, ignoring all the essential conditions upon which any commercial intercourse between any two countries is based, which may or may not obtain or

The Tariff Board might be incorporated as a part of this Board of Trade; and if absolved from political pressure and party tenure of office, it might be able to make recommendations that would appeal to the public as emanating from those "having authority," and do something toward establishing a sound commercial policy and to further the permanent extension of our foreign commerce by pointing out the ways for developing trade on natural and not on theoretical lines. The curse of the poor and the vexation of merchants is the universal habit of nations of trying to direct trade by law instead of letting it take its own course—of trying to control and direct that course instead of removing all impediments to the easy, rapid and inexpensive interchange of the products of the earth among its many peoples.

DEFENDING FUTURES.

The committee on agriculture of the House on April 8 and 9 permitted representatives of the grain and cotton exchanges to be heard in opposition to the bills before the committee the purpose of which is to curtail, if not destroy, the right of the public to enter into contracts for the future delivery of grain and cotton. The grain interests were heard first, J. C. F. Merrill, late president of the Chicago Board of Trade and now president of the Council of Exchanges, and C. B. Pierce of Chicago, being the chief speakers, representing delegations from various exchanges composed, in part, at least, of the following gentlemen: H. N. Sager, H. A. Foss and Edward Andrew, of Chicago; C. A. Magnuson, Minneapolis; George S. Jackson and John W. Snyder, Baltimore; G. H. Davis, Kansas City; E. H. Culver, Toledo; J. D. Messmore, St. Louis; F. E. Lindahl, Duluth; R. E. Pratt, Buffalo; G. A. Schroeder, Milwaukee; W. A. Kemp and John Aspegren, New York; C. E. Patteson, Memphis; J. L. King, H. D. Irwin and Samuel Bell, Philadelphia; E. J. Smiley, Topeka; Geo. A. Wells, Des Moines.

Mr. Merrill, on April 8, was questioned among other things about the alleged "Patten corner" of wheat in 1909, which Mr. Merrill said emphatically was not a "corner" at all, that gentleman having closed his "May deal" in April, and, said Mr. Merrill, "by doing so sold at a time and a price which prevented exportation of wheat and consequent importation of the grain to supply American consumption. The millers got the big profit and raised the price of wheat 25 cents over the price Mr. Patten



ARMOUR GRAIN CO.'S FLOATING DRIER—REAR VIEW OF DRIER HOUSING.

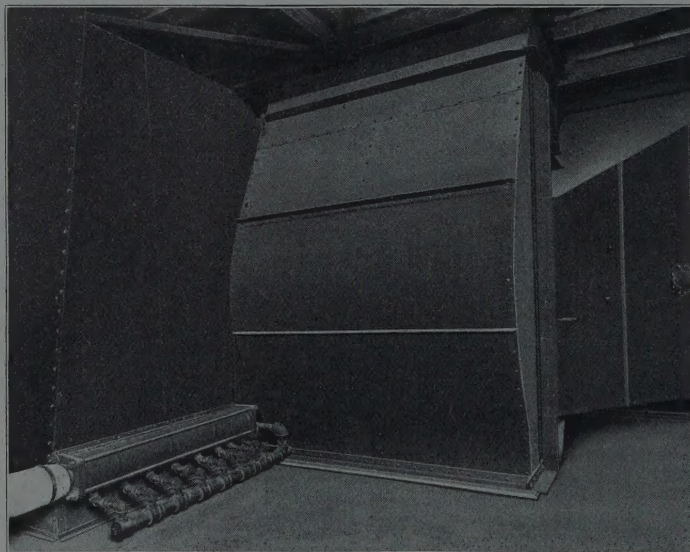
It may not be necessary that we adopt a course in all respects patterned upon the system of any other commercial or industrial country, but it is obvious that by some means immediate relation between the government activities and the commercial and industrial forces of our country must be established if we propose to enjoy the full advantage of our opportunity in domestic and foreign trade.

The idea is one that will appeal to business men; for if a National Board of Trade could be organized on absolutely non-political lines, whose functions should be somewhat similar to those of the British Board of Trade, the president of which is a member of the Cabinet, one can conceive it might be made a valuable trade promoter, both domestic and international, as well as exponent of commercial truth, something greatly needed in these days of journalistic flub-dub and conscienceless coloring of commercial information to suit the political faith of the publisher or the party in power. It is rarely indeed that one sees such wise frankness as that used by M. H. Davis of Secretary Nagel's department, who lately made a study of the subject on the ground, in replying to an inquiry touching a possible commercial agreement with Germany to provide for the free admission into Germany of American hominy feeds. Now, however desirable such an agreement might be for both countries, Mr. Davis, contrary to the flub-dub habit, says frankly, "From my knowledge of German conditions I am inclined to think such an arrangement is impracticable." And he proceeds to tell why—in a word because the politically powerful agrarians and starch interests of Germany would object and because there is no popular demand in Germany for such an agreement. "There is no altruism in commercial diplomacy," Mr. Davis adds; "it is cold business."

Yet the Daily Consular Reports are stuffed with "foreign opportunities," a large proportion of which are absolutely without value, for the reason that tariffs and general trade relations, transportation and banking facilities, and other essential factors of international trade are absolutely lacking or so inadequate as to render the trade proposed unprofitable or impossible. Some consuls seem to think that

be created between the people in question and ourselves.

Now, it might be the proper function of a National Board of Trade to inquire into the real conditions that subsist, that stimulate or depress trade between individual nations and ourselves, and, as has been said, publish the *truth* without reference



ARMOUR GRAIN CO.'S FLOATING DRIER—REAR VIEW OF ONE FAN AND HEATER CASING.

to party attitudes toward economic policies at home; and so deliver the country from such exhibitions as once were made when, under a Democratic administration, an official report was made that a ship subsidy of any sort would be undesirable and wholly unnecessary *per se* to the rehabilitation of our merchant marine, while under a Republican administration immediately following the same office reported to exactly the opposite purport—that a subsidy was a *sine qua non* to that consummation!

got. There is a great deal of misunderstanding about the so-called Patten corner," Mr. Merrill added. "There was no corner. He never had wheat cornered so that he could squeeze the market. He committed no act that was not entirely justifiable."

John Aspegren, of the New York Produce Exchange, said that the speculative risk of those handling the dealings in grain futures was only 1-16th of 1 per cent. E. J. Smiley, of Topeka, representing all the elevator owners and operators in

Kansas, declared: "We fear that should an anti-option law be enacted by Congress it would create one of the greatest monopolies of the present age."

There was, in fact, nothing in the bills before the committee affecting trading in grain futures, but there is so much sentiment in the House favorable to putting the same restrictions on grain futures as the Southern members want on cotton futures that, as a measure of precaution the grain men asked to

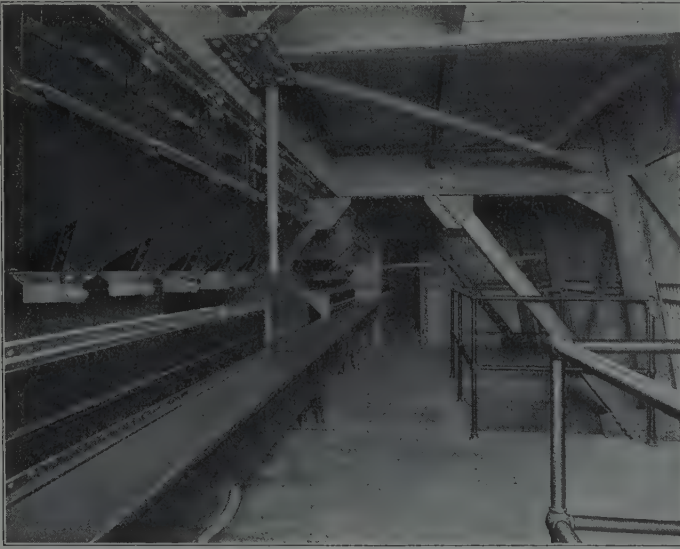
ent discrepancy between the grain markets in Canada and in this country and why market prices in Canada are lower than here, he said that Canada is producing a very much larger surplus of grain than we are, and for that reason it is but natural that it should be a little cheaper in that country.

The argument for cotton was made by W. B. Thompson, former president of the New Orleans Cotton Exchange, who made a peculiarly able argu-

changes in value, however, is general and affects the whole body of the cotton crop. It is, moreover, likely to inflict greater damage upon owners of cotton than the fire hazard. Only through the making of future contracts, he contended, is it possible for a man who has become heavily obligated with respect to cotton to protect himself.

"Mr. Burleson asked whether it is not true that someone has to suffer in this process through deterioration of the cotton in price, and Mr. Thompson answered that the suffering does not fall, as alleged by his opponent, on the small speculator, but upon the man who is qualified to bear it and who has gone into the deal with his eyes open. If others enter into the deal, he said, they ought not to be there, but should stay out or be kept out. There are, he admitted, times when great speculative fevers sweep over the country and when the whole population seems to be infected with the gambling mania. Such a time came during the so-called 'Sully year,' when women and even children seemed to want to hazard their money. Such conditions are wrong. Yet they have been corrected in large measure. Nearly every Southern state now has laws designed to repress bucket-shopping, and they have operated most beneficially. He would be glad to see this plan extended, and he thought it would supply nearly all the safeguards that are needed. If, however, it should be found that more is necessary, then he would favor some kind of Federal supervision designed to establish that the terms of the cotton future contract are right, and that the trading is being conducted 'on the square.' This would confine speculation to legitimate limits and within those limits, carried on by properly qualified persons of ample means, it does good and renders genuine economic service.

"At this point there arose a sharp controversy among the members of the committee and other members who were in the room as to whether the



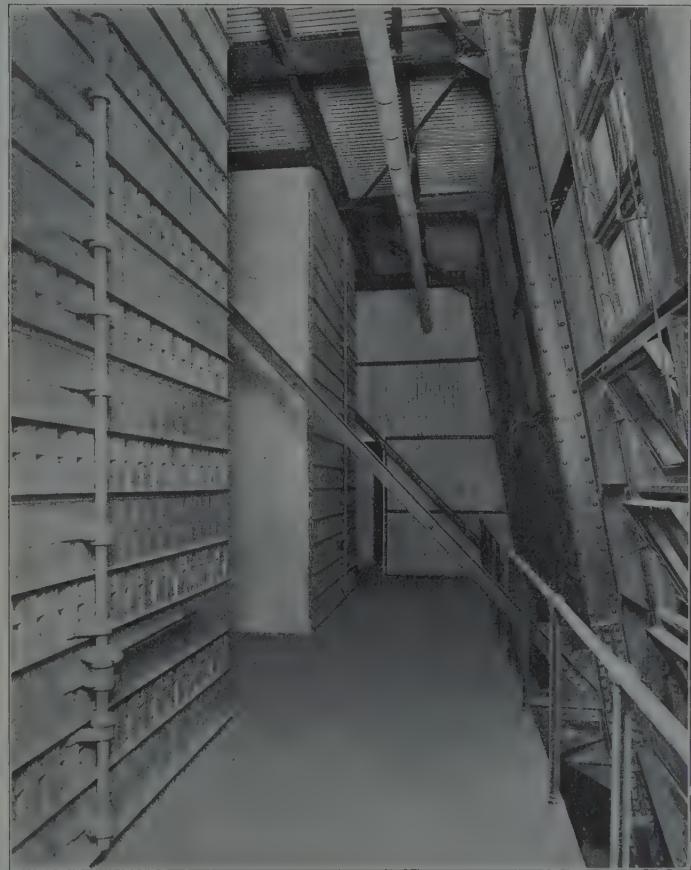
ARMOUR GRAIN CO.'S FLOATING DRIER—TESTING FLOOR BELOW DRIERS.

be heard. "There was very little of novelty in the argument," says the New York Journal of Commerce report of the hearings. "The speakers laid stress on the necessity of having a stable market constantly open for cereals in order to equalize prices and ensure equality between the buyers. They also laid particular stress upon the necessity of having a market where cereals can be instantly sold on the floor if the banks are to be expected to lend money on corn and wheat certificates as collateral. This, they said, is in the interest of the farmer.

"Letters were read from banking institutions in which this matter was given great emphasis, and it was pointed out that lacking such a market the borrower would not be in nearly so good a position as at present for the use of his corn and wheat as collateral at banks. The subject of hedging was also taken up, and Mr. Davis, of Kansas City, among others, told how the need of a future market at Kansas City had led to the introduction of future trading at that place instead of having it carried on as formerly at Chicago exclusively. The establishment of this market had also greatly improved the elevator arrangements, and now there is at Kansas City a capacity of 12,000,000 bushels of grain. This means an immense increase in the convenience of the community. Other phases of the subject made familiar during the past two years were also discussed in similar fashion."

C. B. Pierce, of Chicago, closed the argument for the grain interests. He protested against the proposal to prohibit grain futures. He said that the speculation on the grain market does not injure the producer, but rather helps him. The more buyers there are for a commodity the better price that commodity will command, and grain futures tend to increase the numbers of buyers. A speculator studies the conditions of the markets and the great productive countries and verses himself in the supply and demand of the commodity, and it is upon this knowledge that a price is placed upon grain. Should the speculator be eliminated the producer of grain will have but one buyer for his product and will be placed completely at the mercy of that buyer. Mr. Pierce said that it would be impossible to eliminate speculation, as operators in grain will merely turn their attention to some other form of it. On the other hand, he thought, there is not an industry in the country which has not its speculative side; even when a man buys a grocery store he is speculating on the outcome. When asked to explain the appar-

ment, one that was, in fact, so vigorous that Representative Burleson, father of anti-cotton-futures bills, took occasion to reply, although he was not a member of the committee and merely an auditor of the proceedings. "The issue was sharply drawn be-



ARMOUR GRAIN CO.'S FLOATING DRIER—DRIERS ON THE FIRST GALLERY.

tween the two men as to the real nature of the cotton futures system, Mr. Thompson likening it to fire insurance, while Mr. Burleson contended that it was gambling pure and simple," says the Journal of Commerce. "Mr. Thompson showed the absolute necessity of fire insurance, yet pointed out that the danger of fire affects only relatively few bales out of a large mass of production. The danger of

Federal government has the constitutional authority to take such measures as Mr. Thompson recommended, but there seemed to be tolerably general acquiescence in the view that the Federal authorities could apply the system of control in so far as transactions are distinctly of an interstate character. Mr. Thompson further stated that the New Orleans Exchange has endeavored to put itself in

line with the best thought on the subject by adopting the suggestions of the Commissioner of Corporations. He thought that other cotton exchanges ought to do the same for the sake of meeting all criticisms, and he especially recommended that trading should be done on the basis of standard grades which should be established by the Government."

[For the "American Elevator and Grain Trade."]

SUGAR INDUSTRY AND THE COW PEA.

BY N. L. WILLET.

Aside from its effect upon the beet sugar industry of Colorado, free sugar would entirely destroy that greater agricultural industry, covering so large a portion of the state of Louisiana, known as the sugar cane industry. I have seen no notation, however, of the following fact: With the cane industry of Louisiana destroyed, there would be at the same time destroyed the one universal crop of the South, an industry that next to corn is the most widely distributed one in the South and an agricultural industry that touches more vitally than any other the poor people of the South, the cow pea.

There is scarcely a farm from Missouri to Florida and from Virginia to Texas that does not grow what is known as cow peas. "Cow peas" is the general term for some forty or fifty varieties of field peas, all legumes and soil renovators and many of them exceedingly interesting in their varied characteristics. The usual place of growth is in the corn fields, planted in the rows between the corn stalks. The crop is planted for several purposes—first, to store the soil with nitrogen through its roots; for seed saving; and for cattle feeding purposes. The picking by hand of these pods, some ten inches in length, each pod containing perhaps twelve to eighteen seeds, is exceedingly slow and tiresome. No farmer can afford to put high priced labor into the fields to gather cow peas by hand in order to market them. The cow pea is usually a low-priced article. The usual method of gathering the seed in the South then is at the end of the stress and strain of the season of cotton picking—as cotton picking eases off—to put the women and children into the pea fields. In the mountainous section this gathering is done by the whites, but in the sandy sections lower down by the blacks. These latter are the wives and children of the renters. When these seed are threshed, they are taken in small lots, a few sacks at the time, to the nearest country store and sold. This is kept up until the end of the pea season. The gathering and selling of cow peas in the late fall and winter is about the sole industry of these poor people; and the money that it brings them is a heavy factor as regards their livelihood at this time of the year. As I said above, the cow pea industry of the South touches more people, and more poor people, than any other farm crop outside of corn.

The crop is the heaviest in the south Atlantic states. The two Carolinas, Georgia, Tennessee, Alabama, Mississippi, Missouri and Virginia are quite heavy growers of certain varieties.

The outlet for cow peas raised in the South is New Orleans. New Orleans is the great cow pea receiving mart of the world, and absolutely controls prices. As each state largely overproduces its home wants, shipment must be made, and New Orleans is the great absorbing depot. Cow peas are used in Louisiana for sowing in the cane fields for manuring purposes. The peas are never gathered. When the foliage is at its maximum it is turned under and becomes a part of the soil. This process is far cheaper and far better than using guanos. With the cane industry gone, there would be no use for cow peas in Louisiana. Each year when New Orleans stops buying cow peas and has a sufficiency, cow peas are apt to fall down to the price of corn as a feed stuff. I have seen cow peas drop in a week from \$1.25 to 65 cents per bushel. The cane fields of Louisiana, absorbing so large a portion of the peas, keeps alive the cow pea industry in the South. With New Orleans out of the way and with a large crop of cow peas raised, this crop would possibly not be worth more than corn. Corn prices for cow peas would make cow pea growing unprofitable, even for the poorest of the poor. Augusta, Ga.,

ships in many years 200 to 250 cars of peas per annum to New Orleans; and as a shipper and as one who knows conditions in the South, I unhesitatingly say that free sugar would mean to my mind the loss of the great cow pea industry of the South. And this would mean not only a loss in dollars and cents but also that our Southern lands would become much poorer, because they would no longer grow and become fertilized by these leguminous crops. Considering the great number of poor people who would suffer great loss and considering that our lands are none too rich at present, it would seem a great pity to have the cow pea industry of the South blotted out.

W. M. HIRSCHY.

On March 1 W. M. Hirschy, who has been representing J. C. Shaffer & Co., of Chicago, as traveling representative through the Western States, became a member of the Chicago Board of Trade and was placed in charge of the Company's grain receiving department.

Mr. Hirschy is well equipped for the new position as he has had adequate experience in the grain



W. M. HIRSCHY.

business and has always been known as a man of exceptional ability, combined with what might be termed the right principles of business conduct.

Mr. Hirschy was born in 1867 near Granville, Ill., on a farm which he left in 1892 to engage in the grain business at Spring Valley, Ill. As a country grain man he helped organize the Illinois Valley Grain Dealers' Association, and he was prominent also in the local politics of his district. He removed to Chicago in 1902 and was for two years connected with E. W. Wagner, followed by two years spent traveling for the firm of H. Hemmelnarn & Co., after which he associated himself with J. C. Shaffer & Co.

Just how far seeding of oats is behind in Illinois is best shown in the following article, which appeared in the Inter Ocean gossip a year ago March 23: "Sowing of oats in central Illinois is progressing rapidly, Springfield wiring: 'Everybody sowing oats. Three-quarters of the acreage will be seeded this week.'" Up to the same date nothing had been heard of any seeding this year.

The Census Bureau says the greatest industry in the United States is the packing business, with products worth in 1909 \$1,400,000,000. The grand aggregate of manufacturing output for 1909, the year of the manufacturing census, was \$20,672,054,000, an increase of 39.7 per cent over 1904, when the last previous census of manufactures was taken. This is almost a doubling of output in ten years, the total for 1899 having been \$11,000,000,000. After the packing industry ranks the iron (\$1,200,000,000), steel (\$985,000,000), flour and other grain products (\$883,000,000) and then printing (\$787,000,000).

TOLEDO ENTERTAINS.

A grain trade conference of the millers and elevator operators of northwestern Ohio, northeastern Indiana and southeastern Michigan was held at the Boody House, Toledo, on March 22. W. E. Gest of Defiance, Ohio, was the chairman of the committee representing the millers and elevator operators and F. W. Jaeger, Toledo, Ohio, chairman of the committee representing the Toledo Produce Exchange.

W. T. Dolbey of Delphos, Ohio, president of the Hay and Grain Producers' and Shippers' Association of Northwestern Ohio, called the meeting to order at 10 a. m., and Bert Ball, secretary of the Crop Improvement Committee for the Council of Grain Exchanges, made an address on "The Money in a Larger Yield of Better Grain." Mr. Ball made a strong argument for paying the best price for choice grain that weighs more than a certain amount per bushel and docking the price for or refusing absolutely to buy all dirty or musty grain or that of mixed varieties or full of weed seeds. Mr. Ball as the originator of the "rag baby," the simplest known method of testing the germinating qualities of seed corn gave a demonstration of the method and urged the dealers to show it to the farmers in their territory and also, if possible, to aid in interesting the school children of the rural districts to test the corn to be used for seed on the farm by this method.

Under the subject, "Shippers' vs. Receivers' Weights—What Is Wrong?—What Is the Remedy?" Mr. Braham of the Ohio State Dairy and Food Commission gave a history of the laws governing weights and measures in Ohio. He said that Ohio adopted in 1842 the standard weights and measures provided by the U. S. Government. The system of administration of the law was at first very crude. For years the county auditor was the county sealer, while the mayor of the city was appointed an official sealer. Through the efforts of the present Dairy and Food Commission the law was amended so that the state Dairy and Food Commission is now state sealer. He then read from the state law to show the penalties for violation of any of the acts relating to weights and measures.

Following Mr. Braham's address, the Association went on record as favoring the weight system of the state as the measures to be used in buying and selling all commodities.

A motion by Mr. Pollock prevailed that Secretary Riddle be instructed to secure copies of the state laws concerning weights and measures and to mail a copy to each dealer in the territory covered by the Association.

C. T. Pierce of Van Wert, chairman of the committee appointed to look into the advisability of establishing a scale testing department, reported that he had found scales throughout the territory, as a rule, in very bad condition, and recommended that the Association secure a scale inspector who should test the scales of members when so requested, at the members' expense. After a discussion of the matter it was referred back to the committee for further investigation.

AFTERNOON SESSION.

Immediately following the call to order by President Dolbey, in the afternoon, J. W. Owens opened the discussion of the subject, "Is it practical for the country elevator operator to buy corn on grade?" The opinions given brought out the fact that buying on grade was the only sensible way of conducting the grain business.

"The proposed new bill of lading" was the subject of an address by F. O. Paddock of Toledo, who emphasized the necessity for a negotiable bill of lading that would be reliable and give protection to the man who owns it. The bill now before the United States Senate for adoption provides that a higher rate may apply on negotiable bill of lading than on an ordinary bill of lading. What we need, said Mr. Paddock, is a uniform order bill of lading which will be reliable and give protection to the man who buys it but without an extra charge.

The following resolution was then adopted:

Resolved, That it is the consensus of opinion of this conference of millers and elevator operators of northeastern Indiana, northwestern Ohio and south-

eastern Michigan, that Senate Bill 4713, known as the Pomerene Uniform Bill of Lading Bill, in the form now pending for consideration, constitutes a wise, sane and desirable form, and that we recommend its adoption.

Frank I. King, president of the Toledo Produce Exchange, who was present at the afternoon session, was called upon and spoke briefly on the value and influence to the commercial public of boards of trade.

John Begg of the Ohio State Department of Agriculture in an address as substitute for A. P. Sandles, secretary of the Department, described a plan to interest the boys of the state in the question of greater yields of corn. The plan was to present a prize of a free round trip to Washington to each boy in the various counties of the state who raised the largest number of bushels on one acre of ground. The grain dealers present from each of thirteen counties pledged themselves to the proposition of giving \$50 as a prize, that being the estimated cost of the trip.

The meeting then adjourned.

CONVENTION NOTES.

From Michigan there were: C. R. Watts, Brooklyn; W. A. Cutler, Adrian; J. E. Dawson, Ottawa Lake.

Terminal markets were represented as follows: Cincinnati, P. E. Gale; Buffalo, W. J. Heathfield, J. J. Ramacher; Pittsburgh, John Dickson, F. L. Davis, R. V. Harper, R. W. Young with D. G. Stewart & Geidel; Cleveland, F. E. Watkins.

A complimentary dinner was given the grain men at 5:30 o'clock in the main dining room of the Boody House by the members of the Toledo Produce Exchange. F. O. Paddock presided as toastmaster and the speakers were: E. L. Southworth, F. W. Jaeger, E. H. Culver, T. P. Riddle, Fred Mayer, Bert Ball, Prof. Dorst of Ohio State University and H. G. Pollock.

The "Red Letter" on the date of the meeting published the following as a recommendation to the convention: "If you haven't already done so, may we suggest that among other 'resolves' you adopt one to pay the careful, industrious farmer more for his good corn than one who farms any old way and brings you, as a result, corn that is of inferior quality. By so doing, you will encourage those who are working for better and larger crops. This applies to all other grains as well as corn."

The dealers from Ohio included the following: C. D. Wyse, Pettisville; Chas. W. Lang, Delphos; Clyde P. Ritchey and C. C. Whetstone, Van Wert; O. D. Manship, Middlepoint; C. W. Makan and I. S. Makan, Van Wert; L. C. Allenger, Delphos; James Hermiller, Ottawa; A. L. Garman, Delphos; H. G. Pollock, Middlepoint; J. S. Metzner, Tokio; Edward L. Odenweller, Ottoville; Frank Bartlett, Naomi; John Maurer, Archbold; J. E. Hymer, Scott; D. R. Risser, Vaughnsville; W. T. Dolbey, Delphos; L. A. Gephart, Moffitt; E. F. Hanson and H. W. Bresler, Wauseon; S. A. Poole, Haviland; C. T. Pierce, Van Wert; Chas. W. Moog, Ney; F. Fisher, Alvordton; C. S. Young, Bowling Green; B. F. Camp, Bowling Green; E. T. Custenborder, Sidney; Chas. E. John and Harvey Bresler, Elida; J. W. Bruns, Woodville; P. W. Davis, Gilboa; Jas. Ringlein, Leipsic; J. C. Wentz, Maplewood; Wm. Ludwig, Jackson Center; L. A. Trepanier, Dunbridge; D. W. Long, Convoy; E. M. Crowe, Piqua; E. E. McConnell, Lima; Jas. Garmhauser, New Bremen; L. N. Kattman, New Knowville; S. W. Kemp, Spencerville; O. S. Eaton, Bryan; W. A. Dull, Willshire; J. W. Spangler, Defiance; S. P. Laury, Stryker; Geo. E. Howe, Wauseon; G. R. Forrester, Swanton; G. H. Mersman, Glandorf; Eli Short, Elmira; W. E. Gest, Defiance; C. H. Kortier, Bradner; F. G. Arp, Ellery; W. H. Lambert, Delphos; Fred Kalmbach, North Baltimore; Lawrence J. Voehle, Napoleon; J. J. Thuroff, Sherwood; P. D. Trepanier, Dunbridge; H. M. Courtright, Cecil; A. T. Ward, Lima; J. S. Phillips, Tontogany; G. G. Rockwell, North Baltimore; J. W. Dickman, Pleasant Bend; P. Durr, Pleasant Bend; Robt. Kolter, Spencerville; T. L. Colman, Paulding; J. B. Lathrop, Berkey; P. C. Short, West Unity; F. E. Hepke, West Unity; W. E. Riley, Montpelier; W. G. Poast, Columbus Grove; John H. Miller, McClure.

DEATH OF E. W. SEEDS.

The grain trade of Ohio, who were but a few weeks ago called upon to mourn the death of M. W. Miller, president of the Ohio Association, are again mourning the death, equally untimely, of E. W. Seeds of Columbus, a man identified with the trade as one of its leading spirits for many years and an active member of the state association from its inception, more than twenty-five years ago. Mr. Seeds died on March 24, at the home of Karl B. Seeds of the Grandia Milling Co., Jamestown, N. Y., whither he had gone last fall in the hope of regaining his health, which had been broken by a stroke of paralysis last summer and which had compelled him to abandon his business career, thus removing from the trade of Ohio one of its most conspicuous and useful members. The body was returned to Columbus, where it was buried on March 27.

Ephraim W. Seeds was born in Pickaway Co., Ohio, on August 13, 1849, and his early years were spent on his father's farm where he was born. He was educated in the district schools and took



THE LATE E. W. SEEDS.

a course at Antioch College at Yellow Springs, O. He entered the milling business at the age of twenty-two years with the firm of C. & J. W. Seeds & Co., of Shadesville, O., with whom he remained a year and a half. On the expiration of that period he went to Liberty, Ind., where he engaged in the milling and grain business for seven years. He went to Columbus, O., in 1880 and with E. W. Scott organized the firm of Seeds & Scott, which firm in 1892 was reorganized as the Seeds Grain Co., and incorporated in 1906 as the Seeds Grain & Hay Co., Mr. Seeds being manager of the company. In July, 1910, the transfer elevator operated by the Seeds Grain & Hay Co. was destroyed by fire, the shock ruining Mr. Seeds' already impaired health; and in September, 1911, he went to the home of his son, Karl B. Seeds, at Jamestown, N. Y., hoping that the change would prove beneficial; but it was not to be.

Mr. Seeds, during his lifetime, was one of the best known and most active members of the grain trade of Ohio. He was one of the organizers of the Ohio Grain Dealers' Association, and was its president several times. In 1909 he was elected a vice president of the Grain Dealers' National Association. He was also chairman of the executive committee of the Ohio Shippers' Association for many years, and in 1908 was its president. In all these several capacities he displayed great energy in behalf of the trade and his acts were always characterized by sound business judgment and common sense.

He was deeply interested in many religious and charitable organizations, being a member of the board of trustees of the First Methodist Church of Columbus for many years, and secretary of the building committee when the present church struc-

ture was erected. He was one of the organizers of the Ohio Medical University and Protestant Hospital at Columbus, and for about ten years served as treasurer of the College and secretary of the Hospital. He was also active in the work of the Columbus Church Extension Society and the Ohio Anti-Saloon League, serving as president of each of them at different times.

On October 28, 1874, Mr. Seeds was united in marriage to Frances C. Beaver, of Liberty, Ind., who, with their two sons, Karl B. Seeds of Jamestown, N. Y., and Edgar W. Seeds of Little Rock, Ark., survives him.

[For the "American Elevator and Grain Trade."]

WINTER WHEAT KILLING.

BY P. S. GOODMAN.

Winter wheat producers have a few more adverse conditions to face than their spring wheat fellows. A late season for planting oftentimes forecasts small results through the combat of feeble vitality with boisterous elements. This is the most serious of the special causes injurious to the fall seeded plants; the second being the ravages of insects that are oftentimes favored by a mild winter. The average toll taken from the winter wheat belt by plant damage has been 10 per cent in the past decade. The past season was harmful to the eastern portion of the belt, where the damage will probably equal some of the worst years of a generation.

The early reports of damage in the states south of the Lakes was received with credulity by the trade. As late as last week (April 6) some of the people in the trade were assuring others through public mediums that the winter had been ideal; that the plant had gone into a perfect seed bed; had been protected with a blanket of snow. With as little regard for veracity some have been asserting that Kansas winter killing of two years ago was followed by a remarkable growth of the plant and a bumper crop. In the meantime the damage reports have been increasing, and the Government report of April 1 condition laid bare a possible heavy loss in the Central States.

There is a perversity in nature that frequently brings about contrarities, but in the winter killing of wheat in the lake states there is neither perversity or contradiction of natural laws. Only the short-minded have forgotten a wet fall; a seeding under difficulties and later than the average. Growth was slight, and when the old-fashioned winter settled down early in January it was upon a soaked land, and zero temperature shut up the crust, locked the tender wheat plant in an icy bed, and the mantle of snow was not a protection but a shroud to the feeble life beneath. There is no difference between an earth plant kept for weeks in water than in ice. Both suffocate the tiny rootlets that require breathing space.

The rows of brown tufts in the wheat fields, that appeared after the melting snow, were the visible sign of death. A green crown, sufficiently prominent to attract attention shows where the winter seeding survived. Many have been looking for a sign of life; cubes and slabs of frozen earth were cut from the fields and carried to the warmth, and local opinions of a dead or live plant were confirmed or rejected by the growing weather of the past two weeks. The miraculous never happens nowadays—the dead never come to life, if one knows the signs of death. Two years ago I spent a week or more going over the winter killed sections of Kansas, Nebraska and Missouri, and heard many theories about the winter wheat plant that was as "dead as a door nail." I ran into one expert who claimed that leaf and root died during the winter, and from the "core" or "crown" came new roots and new leaves. I recall another expert who went over the "dead" region in March asserting that the plants were alive, and in the fall, when the southwest and extreme western counties had a big yield, he claimed confirmation of his opinion. I was reminded of this incident by a statement of a serious writer the other day, who reminded his readers that one "Capt. Phillips of Newton, Kan.," brought so-called dead wheat to Chicago in the spring of 1910, and started a bull campaign, the writer adding that

the same locality later made a bumper crop. It is certainly lamentable that disaster over a wide area is soon forgotten. In Harvey, Kan., where Newton is located, more than 90 per cent of the wheat was killed.

Every spring develops some winter killed wheat, and frequently extensive damage over limited areas. The chief sufferer is the lake region, next in importance is the Southwest, with California a close third. The Atlantic Coast is singularly free from big damage. The physiography of the continent furnishes a ready answer to the two big wheat areas that are subject to heavy losses. The penetration of gulf winds, moisture laden, up the plains region of Texas, Oklahoma and Kansas, in a general cyclonic storm gives a drenched soil, a few hours ahead of the extreme cold which is swinging in from the opposite side of the disturbance, and there is frequently great disaster, like that of two years ago, when zero temperature converted a rainstorm into sleet and snow, and locked up a most luxurious plant growth in ice. In the central region, the rains and frigid weather follow each other in quick succession, and every other year the wheat farmer south of the lakes has heavy damage to his fields and some every year.

The damage by winter killing by years was as follows:

Year.	%	Year.	%	Year.	%
1911.....	9.0	1906.....	5.5	1901.....	6.7
1910.....	13.3	1905.....	4.6	1900.....	11.8
1909.....	7.2	1904.....	15.4	1899.....	13.5
1908.....	4.2	1903.....	2.8	1897.....	10.1
1907.....	11.2	1902.....	15.2	Average.....	9.3

The following arrangement illustrates the heavy damage by sections in years when the percentage of seeded acreage abandoned was over ten:

	1899.	1900.	1902.	1904.	1907.	1910.	1912.
New York.....	9	10	..	..	13	..	?
Pennsylvania.....	..	..	..	..	..	..	?
Virginia.....	..	16	..	..	..	..	?
Ohio.....	*37	..	24	15	..	..	?
Michigan.....	*24	..	27	..	..	..	?
Indiana.....	15	*63	40	15	..	..	?
Wisconsin.....	34	..	..	15	..	..	?
Illinois.....	36	..	..	15	..	..	?
Kentucky.....	..	15	23	..	..	..	?
Tennessee.....	10	..	25	10	..	..	?
Iowa.....	..	..	..	..	28	..	?
Missouri.....	23	..	..	..	18	..	?
Nebraska.....	71	..	10	..	29	..	?
Kansas.....	19	..	30	13	35	..	?
Oklahoma.....	..	20	22	734	..	..	?
Texas.....	22	..	22	20	770	..	?
Colorado.....	..	..	..	..	10	..	?
Montana.....	..	..	..	..	15	..	?
Oregon.....	..	..	..	14	..	..	?
Washington.....	..	..	..	9	..	..	?
California.....	..	16	16	18	..	..	?
United States.....	13.2	11.8	15.2	15.4	11.2	13.3	?

*Hessian fly damages. †Green bugs.

In some of the minor years, limited areas were badly injured, as 1911 when Kansas lost 23 per cent and Oklahoma 32 per cent on account of dry weather; in 1909, when dry weather was responsible for losses of 16 per cent each in Indiana and Ohio, 27 per cent in Texas, and 20 per cent in California; in 1908, when California lost 35 per cent; in 1903, when floods did considerable damage west of the Missouri.

The extent of lost acreage by important states in the bad years is shown in the following arrangement; the effect on the general crop is given in yields by states:

1910.	Seeded.	Abandoned.	%	Yield.
Iowa.....	175,000	55,000	28	21.2
Missouri.....	2,207,000	386,000	18	13.8
Nebraska.....	2,767,000	789,000	29	16.5
Kansas.....	6,195,000	1,832,000	35	14.2
Montana.....	304,000	43,000	15	22.6
Colorado.....	116,000	12,000	10	25.0
Total.....	11,425,000	3,117,000	27.5	..
All others.....	22,058,000	1,322,000	6.0	..
All sections.....	33,483,000	4,439,000	13.3	15.8

1907.	Seeded.	Abandoned.	%	Yield.
New York.....	483,000	64,000	13	17.3
Ohio.....	2,214,000	332,000	15	16.3
Indiana.....	2,778,000	416,000	15	14.4
Wisconsin.....	71,000	11,000	15	15.5
Washington.....	438,000	39,000	9	25.5
Oregon.....	360,000	43,000	14	25.5
California.....	1,667,000	298,000	18	15.0
Total.....	9,008,000	1,203,000	13.4	..
Green bug damage—				
Texas.....	1,270,000	890,000	70	7.4
Oklahoma.....	1,452,000	495,000	34	9.0
Total.....	2,622,000	1,385,000	53	..
All others.....	20,034,000	945,000	4.8	..
All sections.....	31,664,000	3,533,000	11.2	14.5

1904.	Seeded.	Abandoned.	%	Yield.
Michigan.....	961,000	239,000	27	9.5
Ohio.....	1,941,000	472,000	24	11.5
Indiana.....	2,265,000	904,000	40	9.2
Illinois.....	1,830,000	269,000	15	13.8
Kentucky.....	837,000	192,000	23	11.4
Tennessee.....	897,000	89,000	10	11.5
Kansas.....	5,702,000	713,000	13	12.4
Nebraska.....	2,090,000	209,000	10	13.6
Oklahoma.....	2,156,000	624,000	22	12.1
Texas.....	1,465,000	295,000	20	10.7
California.....	2,412,000	391,000	16	10.8
Total.....	22,556,000	4,317,000	18.3	..
All others.....	9,201,000	574,000	6.2	..
All sections.....	31,757,000	4,891,000	15.4	12.4

1902.	Seeded.	Abandoned.	%	Yield.
Pennsylvania ..	1,718,000	170,000	10	15.8
Virginia	758,000	120,000	16	5.7
Kentucky	947,000	140,000	15	9.3
Tennessee	1,100,000	270,000	25	7.2
Kansas	6,230,000	1,835,000	30	10.4
Oklahoma	1,614,000	325,000	20	11.7
Texas	1,220,000	270,000	22	9.0
California	2,454,000	402,000	16	10.9
Total	16,041,000	3,522,000	22	..
All others.....	17,663,000	1,591,000	9	..
All sections.....	33,704,000	5,123,000	15.2	14.4

1900.	Seeded.	Abandoned.	%	Yield.
Pennsylvania ..	1,660,000	158,000	9	13.5
Ohio	2,583,000	969,000	37	6.0
Indiana	2,638,000	1,688,000	63	5.3
Michigan	1,587,000	378,000	24	7.6
Total	8,518,000	3,113,000	36	..
All others.....	21,630,000	450,000	2	..
All sections.....	30,148,000	3,563,000	11.8	13.4

1899.	Seeded.	Abandoned.	%	Yield.
Indiana	2,635,000	394,000	15	9.8
Illinois	1,952,000	701,000	36	10.0
Wisconsin	347,000	120,000	34	15.5
Missouri	1,554,000	345,000	23	9.9
Tennessee	1,026,000	105,000	10	8.7
Nebraska	207,000	144,000	71	10.3
Kansas	4,514,000	868,000	19	9.8
Texas	1,042,000	227,000	22	11.1
Total	13,277,000	2,814,000	22	..
All others.....	16,676,000	1,132,000	7	..
All sections.....	29,953,000	4,050,000	13.2	11.4

Heavy winter killing has been sometimes offset by splendid results elsewhere, as in 1910, when the country east of the Mississippi had a bumper yield. In 1907 the yield was 90,000,000 bushels less than the previous year, but this was the green bug damage, the winter killing being very small. In 1904

plained, together with the proper methods of testing and correcting.

Mr. Barnard has about completed his rules and regulations to govern testing and correcting; and it is expected that an inspection of wagon scales at all grain buying offices in the state will be made before the annual delivery of wheat begins, which will be some time in July. Letters to the commissioner say there has been found a great variance in scales that have been examined.

A BROOM CORN HOUSE.

The premises shown in the picture are located at Alva, Okla., in the midst of one of the new broom corn districts of Oklahoma. This industry has in very recent years taken an immense importance in the Southwest, the states of Oklahoma and Kansas having within a very few years, scarcely a decade, wrested the supremacy in that line of production from Illinois and made Wichita instead of Mattoon and Charleston, Ill., the American center of commerce in brush. To Wichita the brush of Woods County, Okla., moves through Alva and the warehouse of the Woods County Grain and Broom Corn Co., the storage capacity of which is 800 tons.

The company handles through its elevator the



PREMISES OF WOOD COUNTY GRAIN AND BROOM CORN CO., ALVA, OKLA.

the crop was 76,000,000 bushels smaller than the previous year, and the spring wheat was also reduced by black rust. The 1902 crop was 68,000,000 bushels smaller than 1901, and spring wheat a record yield. The 1900 crop in the Western states was large and spring wheat was poor, the total wheat production being 25,000,000 bushels less than 1899 when the winter wheat was smallest in years and the spring wheat good.

In three of the six years the winter wheat harvest was small; in three good. This year the prospect west of the Missouri is fairly good, Nebraska promising a record yield, Kansas moderate, Oklahoma and Texas only fair. Present reports indicate an abandonment of 30 per cent in Ohio, Indiana, Illinois and Kentucky and a total loss over the country of 3,500,000 acres, or 12 per cent of the 29,300,000 acres seeded this year.

INDIANA STATE SCALE INSPECTORS.

H. E. Barnard, state commissioner of weights and measures of Indiana, has been organizing the deputy sealers of weights into state association form, with the following officers: John T. Willett, president, South Bend; C. B. Tolan, first vice president, Fort Wayne; J. C. Wallenmeyer, second vice president, Evansville; John W. Peters, secretary, South Bend; Isidor Wulfson, treasurer, Indianapolis; Dr. A. Albright of Mishawaka, Dr. A. H. McClasman of Madison, H. G. Boyd of Converse, M. G. Tighe of Lafayette and J. F. Sullivan of Crawfordsville, directors. On March 22 the first meeting was held at Indianapolis, the program including demonstrations by experts in testing and correcting scales designed for heavy weighing. A trip was made to the plant of the Fairbanks-Morse Company during the meeting, where a wagon scale was set up by the company in the presence of the inspectors, and its workings ex-

wheat, corn, etc., and the hay of Woods County for shipment, and supplies its patrons with coal and feeds. John Wiebener is president of the company, F. H. Meyers secretary and F. H. Meyer manager.

THE AFTERMATH AT BALTIMORE.

The consummation of the failure of Kirwan Brothers Grain Company took place on March 25, when Harry C. Hindes, treasurer and financial man of the company, and Wm. E. Marshall, bookkeeper of the firm, pleaded guilty to forging bills of lading and were sentenced, Hindes to three years' imprisonment in the city jail. The sentence of Marshall was suspended. Both had been in jail all winter.

Following these pleas, the Baltimore public was surprised by the grand jury's return of indictments against Walter and Emory Kirwan, who since the failure of the firm and the indictment of Hindes and Marshall have not been considered as concerned in the shady side of the firm's affairs.

Since the failure Walter Kerwan has been connected with a life insurance agency and Emory Kerwan with a paint establishment. The indictment against the brothers charges them with conspiracy to defraud the First National Bank of \$70,000. Bail was fixed at \$25,000. The indictments were a surprise, as it has not been thought the Kerwans were *particeps criminis* to the failure; for although they were expelled from the Chamber of Commerce it was more because the accounts of the firm were so loosely kept that the negligence was all but criminal. Louis Müller receiver for the firm, said: "When I took charge, the books were in a deplorable condition. In fact, they were not kept at all. I would indeed have had a hard time determining the assets and liabilities of the company had not Walter and Emory Kirwan assisted me by bringing forth memorandum books, etc., that contained information I wanted."

[For the "American Elevator and Grain Trade."]
SOME FACTS ABOUT SOYA BEANS.

BY JULIAN KUNE.

Only within a decade or so has the food value of the soya bean become known in this country. It is one of the very many plants that grow in the Far East which owe their introduction into Europe and into this country to the fast increasing development of intercommunication between the various nations and races inhabiting our globe. As far as known, the soya, or soy bean, as it is sometimes called, grows wild on the steppes of Manchuria, where it is now cultivated to a large extent, as well as in some parts of China and Japan; and from these countries it was introduced into India. In Manchuria, where it has been grown for many centuries, it forms one of the staple foods of its millions of inhabitants, while its leaves make an unexcelled forage plant. Some forty years ago, during the Vienna World's Fair, the first lot of soya beans was brought to that Exposition by the Chinese; and these seeds were then distributed among the various experiment stations in Austria-Hungary; but the attempt to make the bean a profitable crop there was not a success, owing undoubtedly to climatic and soil conditions.

A little over a decade ago, the Agricultural Department of the United States imported some soya beans as seeds and distributed them among the experiment stations of the several states, with the result that in some of the Southern states, south of the red clover area, the cultivation of the soya bean has become quite a profitable crop. The states which showed the best results were Tennessee, North Carolina, Virginia, Maryland, Kentucky and southern Illinois and Indiana. The last available census shows North Carolina, the eastern part of which has a vegetable mold soil, to have met with the best of success in the cultivation of the soya bean, having raised in 1910 13,313 bushels, while Tennessee, with its 2,037 bushels, was the second best producer.

The experiments above mentioned have proven beyond cavil or doubt that the plant can be profitably cultivated in the cotton belt of this country, and that the earlier varieties may be grown with fair success in the northern part of the corn belt. The yield, however, would not be sufficient to make it a profitable crop in the latter environment. The soya bean requires about the same temperature as corn, although the experiments carried on thus far indicate that it is better adapted to a warm than to a cool climate.

THE KIND OF SOIL REQUIRED.

The soil requirements of soya beans are about the same as those of corn, but soya beans will prosper on soil on which corn will not; yet to do so it is necessary that the soil should be inoculated with the legume bacteria. The modus operandi of this process will be explained in a later paragraph. In the cultivation of the soya bean the fields do not require underdrainage, although the plant will not grow as well where water stands for any considerable time as in drier soil. The plant is, however, able to withstand a greater amount of moisture than either corn or cowpeas. It is also decidedly drought resisting, much more than cowpeas. It would make an excellent crop in semi-arid regions, if it were not for the depredations of rabbits, which are very fond of the foliage of soya beans; and where these pests are numerous, as is the case in all semi-arid regions, no soya beans could be cultivated unless the fields were inclosed with rabbit-proof fencing.

It has been fully demonstrated by the various state experiment stations that the American soil, especially that within the cotton belt, is well adapted to the cultivation of the soya bean; and as a crop may be grown with even more profit than cotton, it is up to cotton planters to push the matter of its cultivation to its utmost; and there is no doubt that the planters might realize fully as much income from a soya bean crop as from their cotton crop; moreover the soya bean crop would not be endangered as is the cotton crop by the ravages of the boll weevil and its culture would enrich the soil with nitrogen.

The most favorable soil for soya beans is a medium one, containing a large proportion of phos-

phoric acid, potash and lime, such as is found in North Carolina, Tennessee, and southern Illinois. This is not saying, however, that the bean will not grow in a poorer soil, where cereals of any kind may be grown.

Before anything is done, as I stated above, the soil must be inoculated, it having been found that soya beans, like other legumes, are able to absorb the nitrogen of the air and add it to the soil by means of root nodules. These nodules are caused by certain bacteria, and unless these are present soya beans will make but a poor growth, while many of the plants will turn prematurely yellow and die. As a general thing this inoculation takes place naturally throughout the Southern states, but where it does not, inoculation of a new field may be accomplished either by the transfer of inoculated soil or by the use of the pure cultures prepared by the Agricultural Department and furnished to applicants if asked for. The soil transfer is accomplished by taking some of the old inoculated soil and mixing it with some soil of the new field and scattering it over the field at the rate of 200 to 300 pounds to the acre.

The next operation is deep ploughing, harrowing and pulverizing the soil, after which the seed may

and 27.27 per cent of carbohydrates. The oil extracted from the bean is used in the Far East as an illuminant, and for all purposes for which linseed oil is used both here and in Europe. After the oil has been pressed out of the bean, the remaining cake is used as fodder for cattle or for manure as occasion may require; and soya bean meal is extensively used even now in England for mixing with rye meal; and when thus mixed it makes a palatable bread.

As a hay producer the soya bean plant vies with alfalfa, for it is identical with alfalfa in its feeding value and it yields from two to three tons per acre. To make good soya bean hay, the crop must be cut when about half the pods are full grown or when the leaves first begin to turn yellow.

Soya bean meal is more valuable than cottonseed meal as a supplemental feed in the production of pork, mutton, beef, milk and butter, and even wool. A bushel of beans is at least twice as valuable for feed as a bushel of corn. If soya beans are grown for the straw and if the crop is cut before the leaves fall, it is fully as valuable for feeding as timothy hay for cattle, and is eaten by stock with great relish; even when the harvesting is delayed, stock will eat the straw readily. Mixed with corn, the



ELEVATOR OF C. J. SWANSON & CO., BAY CITY, WIS.

be sown in rows so as to have the plants from two to three inches apart and the rows from 30 to 36 inches apart. In eastern North Carolina soya beans are planted in rows four feet apart and hilled as high as possible to aid the drainage, which in that wet region is quite necessary.

Ordinarily from a half to a bushel of seed per acre is required; if planted for beans, enough seed should be used to give an average of five to six plants per foot in the row, unless the ground is very foul. The seed should be new, as old seed, stored for any considerable length of time (more than a year) does not germinate well. In planting, the seed should be placed not deeper than one inch. The time for the plant to reach its maturity varies from eighty-five to ninety days. In some instances two crops during a season may be harvested.

THE VARIOUS USES OF THE SOYA BEAN.

It is doubtful whether there exists in the vegetable kingdom another plant which can be put to so many various uses as the soya bean plant and its products; and it seems almost incredible that its many virtues should have remained hidden for ages after ages from all nations of the Occident. It seems like an act of an all-wise Providence that just now, when the Malthusian theory, that the tendency of the population of the world is to increase faster than the means of subsistence, is again attracting the attention and thought of some of our scientists, we should have revealed to us a plant which if properly cultivated will largely add to the world's food products for both man and beast.

In the Far East the soya bean as a food product is not in the experimental stage; it is used there almost as universally as rice. It has a larger percentage of protein than either wheat or corn; contains 15.62 per cent of oil, 37.54 per cent of albuminoids,

plant is excellent for ensilage. In a word, the uses to which the plant and the beans may be applied are so numerous that it is vain to attempt to enumerate them all. I should not, however, omit mentioning that as a pasturage the plant is unexcelled. This is especially the case when the scarcity and high price of harvest labor compels the farmer, or planter, to turn his cattle and hogs into his pastures. Experiments have shown the superiority of soya pasturage as compared with other pasturage, as, for instance, it was found that when hogs were fed on corn alone 100 pounds of pork cost \$7.63, while fed on two-thirds corn and one-third pasture the cost was \$8.89 per hundred; when fed on sorghum the cost was \$3.30, and when on soya bean pasture the cost was but \$2.74. In this experiment the hogs were turned into the pastures while the pods were yet very small, so that for two weeks the hogs ate but the leaves and the young shoots.

ANOTHER SWANSON HOUSE.

In the January number of this paper was illustrated the elevator of C. J. Swanson & Co., at Hager City, Wis., one of several houses operated by the firm named from general headquarters at Stockholm, Wis. The picture above is of the house which the firm has but recently finished, located at Bay City, Wis., a few miles below Hager and also on the C. B. & Q. road.

The house is an iron-clad structure with storage room for 20,000 bushels, and has all the machinery and fixtures needed for a house of this size.

The import duty on corn into the Republic of Mexico is suspended by the decree of the Treasury Department of Mexico until June 13, 1912.

[For the American Elevator and Grain Trade.]

WHEAT IN INDIA—METHODS OF GROWING AND SHIPPING.

BY N. PORTER.

In the cultivation of its crops India has advanced very little during the last four centuries. The soil is tilled and the crops gathered mostly by hand, modern machinery being almost unknown except in a few instances—generally in the case of a native

were four centuries ago. The plows are often only like a piece of scantling, tipped, or shod, at the point with a piece of iron, and from the opposite end a piece of wood is nailed at right angles, forming the handle by which they guide the plow. With a plow of this description it is impossible to make a very deep furrow, especially if the motive power be a donkey or, in the case of very poor farmer, his wife. What an outrage this seems to our American ideas of womanhood; but here in India the

plow any more than he can possibly help, especially if his wife is the motive power and the temperature 100 degrees. The soil also is very hard and dry, even in the rainy season, and it therefore sucks up all the moisture so quickly that the farmer has to resort to irrigation to raise his crops, for once the rainy season is over, all chance of getting any rain is over too, as during the summer in India no rain falls.

Every farmer therefore has some means at his disposal to water his crops. The one commonly used by the natives is very simple and is called "Basket Scoop." With this method two—sometimes four—men can raise water up to four feet at the outside. The scoop is a shallow, basket-shaped vessel, to the four corners of which ropes are attached; and by a swinging motion, the men at the corners dip it into the water and deliver its contents into the higher channel. Like all indigenous methods, this involves a great waste of energy, as a large proportion of the water falls out of the scoop during the process of raising; yet by this means it is estimated that about 2,000 cubic feet of water can be raised one foot in an hour, at a cost of 7 cents per acre.

Another method is called the "Doon." With this arrangement water can be raised three feet. It is used in Bengal and is constructed as follows:

A wooden trough is made, and the center is fixed on a pivot, upon which the trough oscillates. It is worked by a man standing on a platform in the stream, by means of a long horizontal pole pivoting on a standard, the long, or water, end of which is attached to the trough by a rope, while the short end has a weight attached, sufficiently heavy to pull up the trough and its contents, which can be raised about three feet. The working of this arrangement costs about 25 cents per acre.

However, there is yet another style of irrigating machine in use, which though very quaint and cumbersome does good work. This is called the Persian Wheel, or "Noriah," and consists of an endless band to which water pots are attached, and is similar to a bucket elevator, except that earthenware pots, or buckets, are used in India. The lower part of the band goes into the water and the upper end,



HAULING INDIA WHEAT TO THE DOCKS FOR EXPORT TO EUROPE.

prince or nabob who has been to some European college and on returning home has carried back some of the advanced ideas of the European in the matter of cultivating the soil, reaping thereby better crops and finer grain. The vast tracts of beautiful waving grain one sees in the mid-western portion of the United States are not seen in India. Although India produces eight and one-quarter million tons of wheat per annum, the majority of this is contributed by small farmers. The native, even if he had the land at his disposal, could not cultivate a large tract, as the means at his disposal to plow, plant and cultivate the soil are very meagre; often they can be summed up briefly as follows: a wife, two oxen, a plow, two hoes. With this stock in trade he is satisfied; and if he is very energetic and has a little push, he may aspire to and have more than one wife; for in India a native may marry as many women as he chooses.

Do not think because the Hindoo farmer lacks the energy and push of Europeans that he is lazy; far from it. To make a bare living from the produce of his land, he, or, rather, his wife or wives, have to work from morning to night. In India the order of things is sometimes the reverse of what it is in the United States. For instance, the women work in the fields and do outdoor work, such as that of builders, laborers, roadmakers—occupations which in the United States are almost exclusively filled by man, whereas the Hindoo man works as house servant. All servants employed in a house or store are men; only an Ayah, or native, woman is employed to attend personally on the lady. While the men wash, scrub and cook, operations considered too good for a woman to do, as women in India are considered but slightly higher in value than cattle, the lowest menial tasks are done by women, and they have not the slightest choice whom or when they shall marry, this last affair being settled by their parents when they are very young, as they usually marry when twelve or fourteen years of age. So an Indian woman's lot, according to our more civilized ideas, is a very hard one. The girl wife is subject to the control of her mother-in-law, who often beats her; but sometimes the husband (who may be any age up to a hundred) likes his wife and tries to make her lot less hard; yet social ties are very strong, and a Hindoo cannot please himself as the American does. In this country to disobey the law or ignore customs or creeds is to be made an outcast by their fellow man; and that means practically starvation.

The plows and implements used by the native farmer are as crude and roughly made as they

woman often takes the place of a beast of burden. If the farmer is well to do he will no doubt have one or more bullocks to assist in tilling the soil and leave his wife to do lighter work, such as hoeing. The acquisition of a wife in India seems to be the first consideration among the low-class natives, and as women are practically bought and sold, the poor native often has not sufficient capital wherewith to buy bullocks or more up-to-date farm implements. A good bullock costs \$15 to \$20 and a wife—well, they are valued on a similar basis all over the world, varying according to what the would-be husband is willing to pay and can pay. So prices in



UNLOADING SACKED GRAIN FROM INDIAN RAILROAD CARS.

India vary greatly. A goat valued at \$2 is all that is sometimes paid for a wife. Some hard hearted men would say "quite enough"; let us hope they are not associated with the grain trade.

One to two inches is the usual depth of the furrow. This may be termed by our up-to-date farmers "scratching the ground." In the northern part of India, where the climate is damper and more rain falls, the soil is tilled a little deeper, and a much better quality of grain is obtained. Great difficulty is experienced in keeping the plow in the soil; as the plow is very light, the weight, sometimes only twenty pounds, is not sufficient to keep it in the soil. For other purposes the plow is heavy enough, for as the motive power is so poor, the farmer does not wish to add to the weight of the

or loop, goes round a large wooden pulley, which is revolved by rough gearing, also of wood, worked by animals walking round in a circle. As the full pots come down over the pulley they discharge into a trough leading to the distributing channel. All this apparatus is constructed of wood, which is seldom if ever greased, and therefore creaks fearfully when in use. But to this noise the owner does not object, as it informs him whether the wheel is working or not; for the boy driver who sits at the end of the beam to which the draught animals are yoked is very apt to drop off to sleep, whereupon the bullock or camel, as the case may be, also takes a rest. These wheels are mostly used in connection with wells.

The average rainfall in India is 42 inches, which

falls within a space of a few months, called the "Monsoon," which lasts from the latter part of May to October. After the monsoon comes the hot weather, which practically lasts till the beginning of the next rains. Forty-four million acres of land have to be irrigated in India, and the English government is building irrigation canals after the style adopted by the United States, but strange to say the natives are very hostile to these improvements, unless they have previously experienced the great benefits derived therefrom; and even the native grumbles, as he hates to pay the increased taxes which are put upon his land to help pay for the improvements.

If irrigating canals were constructed universally throughout India, the fear of famine would vanish, as the native would not have to depend on a shallow stream to water his land, but would draw his supplies from a main canal which could be fed by some of the rivers in India. The building of canals all over India would entail too great a cost and increased taxes; and the Hindoos today of certain classes are very much dissatisfied with the present government, as any improvements are thought by these people to mean increased taxes without any benefit to be derived therefrom for themselves. The average Hindoo is like a child in that he does not think very much, while some of them seem utterly incapable of thinking at all, but follow the well known proverb, "A bird in the hand is worth two in the bush."

When the grain first shoots through the ground it is very tender and is greatly relished by the crows and vultures, and has to be guarded day and night; for when the birds are at roost, the monkeys are out, which pull up the grain and waste a good deal. Many other animals too are a source of trouble to the farmer, for India still has many wild animals. The straw of the wheat and other grain is about twice as long as is usually seen in the United States. The grain of course is cut by hand, tied in bundles, or sheaves, carted or carried to the garner, where either men or women with flails (made of large pieces of hide fastened at the end) beat the grain from the ear, or bullocks walk round and round treading out the corn. After the wheat is thus beaten or trodden out, the chaff is blown away by a fan. The forms of these fans are too numerous to mention; sometimes they are simply coconut palm leaves.

These methods of threshing the grain and cleaning it are so crude that all grain exported to England has a certain percentage deducted from the gross weight for dirt. All the grain is sacked by hand. Think of the enormous waste of time! The straw is used to thatch the roofs, or used for fodder. Corn stalks where there are any are also used to feed the cattle. Molasses is now being used to mix with the stalks, and one or two mills have been started which grind up straw, corn stalks and other stuff and mix it all with molasses. Alfalfa is as yet very little known in India.

The wheat grown in India is mostly exported to England. There are no elevators, but the government is talking of erecting some—is still talking and has been for the last four years. Having no elevators, the handling of grain is rather an expensive operation at present. The grain after being sacked is hauled to the depot in bullock carts and loaded into covered railroad trucks, like box cars. It is then hauled to the seaport, where again it has to be unloaded by hand and stacked in piles of twelve and fourteen sacks each, which piles of grain are then hoisted on board by a sling and stacked in the hold of a vessel and shipped to Liverpool. The Indian dockyard authorities employ thousands of coolies, or natives, in loading and unloading grain, who would with the introduction of modern elevators be thrown out of employment. This would be a serious thing for the government, as the latter would have to feed the unemployed, whose wages when in employment only amount to 8 to 12 cents per day, although they work from 5:30 a. m. till 6:30 p. m. or later if necessary. The cheapness of native labor is the great obstacle in the way of the introduction of new machinery. Scales of the crudest description are used, and the weight of the sacks of grain is very inaccurate; and

when they reach Liverpool or London docks and are emptied and reweighed on the modern automatic scales there is often a great variation from the purported weight in India.

Bankok, Siam, Oct. 8.

ADMIRABLE PLUCK AND INDUSTRY.

Less than two months ago occurred the fire which destroyed a part of the plant of the Barnard & Leas Mfg. Co. of Moline, Ill. To most firms this disaster would have been a calamity, all the more so as the company had the machinery for a large number of important contracts about ready to ship, and this stock was practically all destroyed. Barnard & Leas, however, did not hesitate for an instant. While the fire was still burning, plans were being made for the future, for a new plant so much larger and better than the old one that what seemed at first to be a calamity will in the end prove to have been a benefit.

As soon as the fire was over stock was taken to see what part of the plant remained available for use. The foundry was found to be uninjured, as well as were most of the patterns. The warehouse with a large stock of completed machines was in a separate block, as were also the lumber yards, so that these were uninjured. The office with all its records, the modern drafting room with all its plans, tracings, and blue prints, as well as the bolting cloth department with its stock of silk, tape, cloth, etc., were also unharmed.

Temporary manufacturing quarters were at once secured in a building where a large amount of machinery, shafting, power connections, belting, cranes, etc., was already installed and ready for use. To complete the equipment to meet the peculiar needs of their business, a large amount of new machinery was at once ordered by the company; and in about ten days after the fire occurred orders for any or all of the items covered by the company's catalogues were being filled with reasonable promptness. And today a visitor entering these quarters would be surprised at the amount of work that is being done. Unless he had seen the fire or had been told about it, he would never imagine that such an event had taken place to disarrange the orderly transaction of the company's business.

Work on the new plant has already been started, and in a short time the Barnard & Leas Mfg. Co. will have a plant that will be a source of pleasure as well as profit to them. In this plant they will be enabled to get their work out in a much more prompt, economical and satisfactory manner than formerly, even under most favorable conditions.

GRAIN STANDARDIZATION.

Apropos the announcement made that the standardized grades for wheat, corn and oats will be promulgated by the Agricultural Department in time to control the marketing of the crops of these cereals grown in 1912, the Washington Star of March 21 says:

The Agricultural Department has been working up the data for standardizing grain for five years past, but it is such an immense subject that it is expected it will be left for Congress to deal with, as Congress dealt with the provision for establishing cotton grades, a system that has now been officially accepted by [some of] the principal cotton exchanges of the country [South].

The Bureau of Plant Industry of the Department of Agriculture, under Dr. B. T. Galloway, announces that it already has the data necessary for the standardization of corn. The facts regarding the other cereals will take longer to complete. There will be a meeting of the grain men in Washington, probably next September, at which the facts selected will be submitted for their consideration, and there is no reason that the system of standardization should not be put in force unofficially for the next year's corn crop; but official action will wait on Congress.

The Bureau of Plant Industry wants to fix grades of corn definitely as to moisture content, acidity and the amount of dirt, trash and broken kernels permissible. It has been working on the moisture problem for a long time, because this has most to do with the heating and fermentation of grain in storage. A special apparatus was devised for quickly and accurately determining the amount of moisture present. It has been determined that 12 per cent is the limit of moisture that ought to be allowed in good corn.

A circular has already been prepared for the use of asylums and other institutions showing how purchased corn and corn meal can be tested for moisture, acidity and refuse, so that the institution

may know exactly what it is getting. This work has been done largely by J. W. T. Duvel.

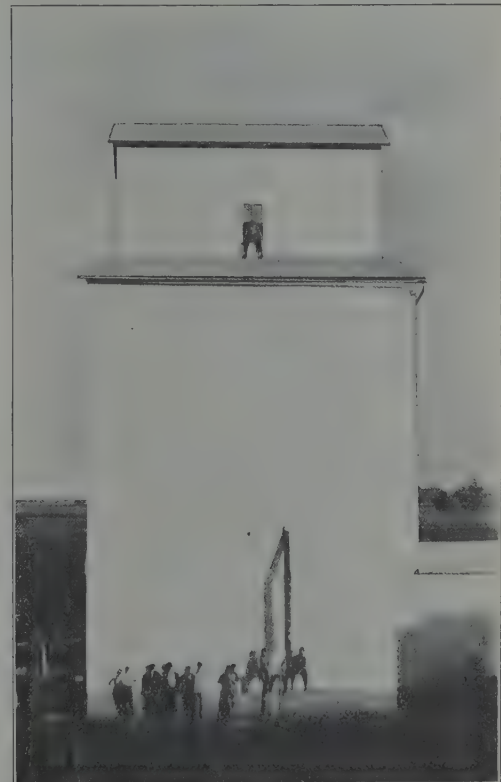
The Department realizes that with the enormous corn crop of the United States the establishment of official grades will be an immense and important step. Such action, it is thought, will be a valuable one, as it will fix definitely the values a grower and a dealer have a right to expect.

The laboratory of poison plant investigation has been working also on the acidity of corn and the molds, ferments and other poisons generated in bad corn. It has found that acids of the carboic acid group are responsible for the corn poisons and analysis has fixed a point above which acidity should not be tolerated in corn for human consumption. There will have to be many other experiments, however, before the Department can determine the point beyond which corn should not be used for stock feed.

The acid standard adopted is that in use in Italy and Austria, where pellegra is a scourge. Many of the experiments with corn poisons have been made with a view to determining whether or not spoiled corn is really responsible for pellegra, as has been popularly believed abroad for years. No conclusion has been reached by the Department. The responsibility for the disease has not been fixed on corn, and this much agrees with the investigations of the public health and Marine Hospital surgeons. It has been found, however, that fermented corn does furnish some new poisons and one of these has been isolated and is being studied carefully.

A NEW ILLINOIS ELEVATOR.

The elevator of the picture is owned by Robinson, Drew & Co., and stands in Emington, Livingston County, one of the great corn and oats counties of



ROBINSON, DREW & CO.'S ELEVATOR.

Illinois. It is a new house, only recently opened, and on its first day took in 9,247 bushels of corn, which is "going some"; and the elevator rendered the service demanded of it without a balk.

The house is 26x36 ft. on the foundation and 45 ft. high from foundation to plate. The foundation is six ft. high and the cupola 16 ft. to the plate. The building is built of 2x6's cribbed to within five feet of the plate, above which 2x4's were used. The whole is ironclad.

The machinery was furnished by the Weller Manufacturing Co. and the scales by the Sonander Scale Co. There is but one leg but there are dumps holding 500 bushels. The basement is all concreted, and the elevator has a manlift to the upper levels.

The house is very handy and very fast when called on for quick and steady work; and the owners are justly proud of it as well as pleased.

The state Tax Commission of Washington, accepting the dictum of a Supreme Court ruling, instructs county assessors that grain on the cars on March 1, or at noon of that day, is grain in transit and not assessable for local taxation.

THE ARGENTINE STRIKE.

The railway strike at Buenos Ayres tied up grain shipments from the Argentine for some time, but when the strike came to an end in February the ports were crowded with ships ready to take out the grain as it poured in from the country. At Bahia Blanca alone there were on February 1 no less than 40 steamers in waiting. Even during the progress of the strike grain came in during the last week of January at the rate of three or four thousand tons per day, but that was not sufficient to get the steamers away in proper time. But Bahia Blanca, it may be said, boasts "private management," and owners gave the port the preference over other Argentine

ports because the risk of detention was not nearly so great there as elsewhere.

debris in the office were found blood and pieces of flesh, as well as the tattered remnant of a trouser leg. Across the floor was a fresh trail of blood, where it is believed the injured man's companions had dragged him in their escape. On March 30 E. F. Jordan, a notorious safe blower, was arrested with others as the men guilty of this crime.

GRAIN ACT AMENDMENTS.

The amended Canadian Grain Act, just passed by parliament, is a disappointment to the farmers of the West and the more condemned because it does not embody the ante-election promises of the government then seeking office. The former act, which

made to the oats grades, which do not in specific terms exclude frozen oats from the milling grades.

In view of the above objections, the bill in its present form will undoubtedly make trouble for the government in the West, where the dissatisfaction has become so sharp that there have been muttered threats of secession. In fact, an Ottawa dispatch of March 27 said that "resolutions adopted by certain branches of the Western Canada Grain Growers' Association favoring the secession of the West from the East were tendered in evidence today before the senate committee on trade relations by F. W. Green, secretary of the Saskatchewan Grain Growers. They were not accepted, however, and reference to them was expunged from the records. The unrest of the West, the rejection of reciprocity and the demand for wider markets are behind the resolutions. Mr. Green in his testimony was outspoken, asserting that the Canadian West would have wider markets or 'burst the bars.'"

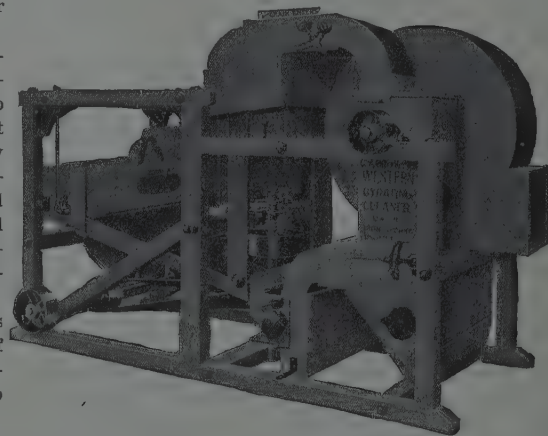
THE WESTERN GYRATING CLEANER.

Among the book dealers there is always a certain list of books known as the "best sellers." If this custom were applied to machinery there would have to appear among the class of "best sellers" the Western Gyrating Cleaner, shown in the accompanying illustration and which is manufactured by the Union Iron Works of Decatur, Ill.

The Western Gyrating Cleaner is of the gyrating family, having two distinct movements, rotary and oscillating. The rotary motion gives the machine great capacity; the oscillation frees the screens quickly and positively prevents them from clogging with small pieces of cobs, etc. The motion is given the shoe at one point by a bearing box of special design, which is fountain oiling and self adjusting, the whole being perfectly balanced by an adjustable balancing pulley.

Improved, patented, adjustable finger screens or riddles are used in this cleaner. This type of screen is absolutely non-chokable and always clean and open, insuring a quick and perfect separation.

These screens are made in two sections and can be instantly adjusted to coarse or fine cleaning, as desired, by simply turning a hand wheel. The grain

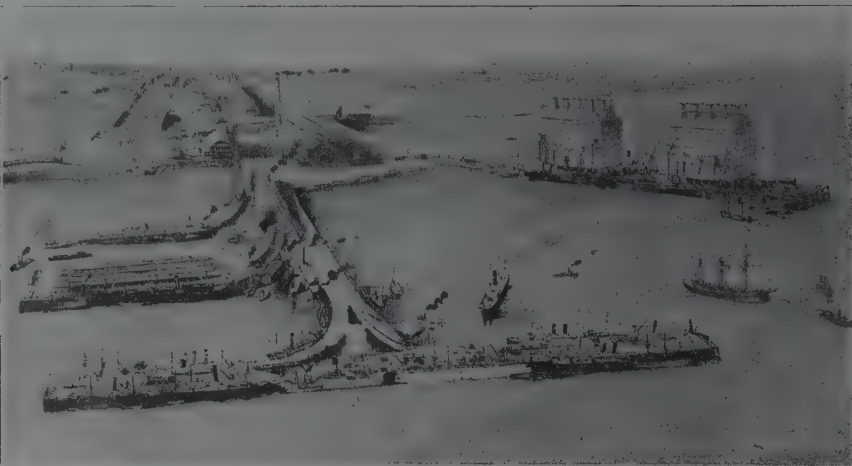


THE WESTERN GYRATING CLEANER.

upon entering the cleaner first drops to a steel spreader, which distributes it evenly over a set of long, malleable fingers, where a quick separation is made, carrying the cobs, husks, silks, etc., over the ends of the fingers, and allowing the grain to fall through onto the first section or upper screen.

The riddles are placed in the machine in such a manner that the corn and cobs, in passing from one to the other, must pass over a second set of long malleable fingers, located at the end of the first section. This serves to give the mass of shucks, cobs, etc., a second turning, shaking and tearing apart before reaching the second screen five inches below, which completes the separation and absolutely prevents any corn from tailing over with the cobs.

A grain pan runs under this lower screen, full length, and carries and deposits the grain on a return pan which conveys it back to the fan leg, where the cleaning process is completed, the grain dropping down the fan leg, the screenings being de-



NEW STEEL ELEVATORS RECENTLY ERECTED AT BAHIA BLANCA, ARGENTINA.

ports because the risk of detention was not nearly so great there as elsewhere.

The growth of Bahia Blanca as an exporter of grain has been quite rapid; and the picture shows two elevators erected there during 1910-11 by English contractors. These are steel houses, owned by the Buenos Aires Great Southern Ry. Co., and are located at the port of Ingeniero White, the export terminal of the railway. The two houses constitute one plant, which is by far the largest and most complete grain handling concern south of the capital city itself. There is also at Bahia Blanca the elevator of the Buenos Aires and Pacific Ry. Co., an earlier construction, composed of eight tanks of 1,000 tons capacity each and a warehouse for 10,000 to 12,000 tons of sacked grain. Its handling capacity is 2,000 tons per hour in and same volume out, half bulk and half sacked grain. This house was also erected by English engineers.

"A very nasty incident occurred at the docks on Monday last," says the Times of Argentine, in a matter of fact way not quite familiar to Americans, "an incident which was kept out of the press for some considerable time. It appears that a laborer was working at one of the winches, when one of the strikers' delegates appeared on the scene. He called to the laborer and ordered him to leave work, in the most insolent terms. The laborer, becoming heated, told the agitator that he was going on working whatever others may say or do. The agitator then pulled out a revolver and fired three times at the workman, without hitting him. A mounted policeman was attracted by the altercation and on seeing the shots fired he spurred his horse on to the assailant and slashed at him with his sword. The blow was so powerful that the head was quite severed from the body, and trunk and head rolled in different directions. An ambulance was quickly in attendance and the remains of the agitator were promptly carried away. It is surprising how the incident has been kept so quiet. At any rate, it shows that the guardians of the public have been given strict orders to permit no 'unpeaceful persuasion.' It may serve as a lesson to other agitators to go agitating without their revolvers."

Yeggmen tried to rob the safe of the Williams Grain Co., 406 W. Thirty-ninth St., Chicago, on March 17, but put in an overcharge of "soup" and apparently "nitroed" themselves; for among the

the new act amends, gave to the farmers the privilege of loading their own grain at public platforms and a car service by rotation in order of filing orders for cars. The platforms are still provided for, but the amended act now puts the distribution of cars under the exclusive control of the grain commissioners, who will have discretionary power over their distribution and be able to direct the assignment of empties in such manner as may in their judgment best meet the exigencies of a crisis without reference whatever to individual needs or desires.

The farmers are also of the opinion that the operation of the terminal elevators by private companies, lessees of the railway houses, is prejudicial to their interests; and during the campaign of last fall they exacted a promise from Candidate (now Minister) Borden that he would take over the terminal houses for operation by the government and vest all individual interests therein. The amended act provides for government ownership and operation only in the most limited way as a purely tentative expedient.

Another fault found is that the new act does nothing to facilitate the forward movement of damp grain, of which there is now so great a quantity on hand that apparently will never be able to reach any market.

The mixing of wheat has also been a great bugbear to the farmers, and they have long sought legal prevention of the process; but to their disgust, the new act will allow terminal houses to mix grain under certain conditions and within specified limitations.

Still another point is the matter of time when storage charges shall cease to run against the grain. In the east these charges cease as soon as the shipping bills are received by the elevators, but at Fort William and Port Arthur the charges may legally go on until the cars are supplied by the railways. There have been many instances this year where the owner of grain has been compelled to go on paying storage charges on grain for two and even three months after the shipping bills have been delivered, because cars have not been furnished.

Then the grain dealers object to the lowering of the standard of No. 3 barley, which would make the grade unmarketable for malting purposes; nor does it appear from the text that the better grades of barley exclude frozen grain. The same objection is

posited in the vacuum chamber, and the dust and light particles being carried to the dust room. This return pan is provided with a wire screen, over which the grain passes, of proper mesh to take out all seeds, gravel, etc, and is hoppers to carry these to one side of the machine to a convenient point to spout away, as desired.

The adjustable screens with which the cleaner is regularly equipped are intended for handling corn with cob and recleaning corn and oats. For cleaning wheat and other small grains the company furnishes special screens on frames, which fit into the shoe directly above the regular screens, and can be put in place or removed in a few moments, without disturbing the regular screens.

NATIONAL INSPECTION.

One is not quite certain that all understand, as a matter of practical applicability, the difference between National standardization of grain grades and National inspection of grain. The former is certain to take form in the near future, and having done so the standards will thereafter greatly influence the grading of grain, because the standards promulgated by the Pure Food Board of the Bureau of Chemistry will be those used by the Board, to which all shippers must conform or run the risk of seizure and confiscation of their shipments. Of the legal status of such standards as portions of the regulations of the Pure Food Board, there can be no question, we think; at least, it is doubtful if any one at this late date would undertake to have the Pure Food Act set aside in order to avoid using the standard grades, or to have them set aside.

Of National inspection, as a legal proposition, however, there is grave doubt. Most people are not aware that a Federal court of original jurisdiction has already declared the meat inspection law unconstitutional (at Kansas City in a personal damage case), but the system *per se* has not been objected to by the packers simply because it is immensely beneficial to them; and its continued operation for that reason has encouraged the belief that the legality of the law cannot be questioned. With a grain inspection act, however, the case might be quite differently approached; and in all probability an attempt to put the U. S. Government in control of the grain inspection on lines similar to the control of meat inspection would be met with objections in the courts.

That there is, however, a growing sentiment in favor of National inspection (chiefly because it is believed it would be better, because it certainly would be harsher, inspection) there can be no doubt. And on that point we believe no better expression of the plea for National inspection as it now stands has been recently made than by Secretary G. J. Gibbs in a bulletin to the members of the Texas Association. He says:

I was surprised to find so many large receivers and also shippers who now favor Federal inspection of grain; and at Washington there was practically a unanimous demand that the Government take charge and establish standard grades of grain in all parts of the United States. It is realized that the grain trade must have a uniform system of grading.

The Merchants' Exchange of St. Louis is on record as favoring Federal inspection. The Indiana Grain Dealers' Association is also in favor of Federal inspection; and I heard many dealers come out and express themselves as being in favor of the supervision of grain grading by the Federal government. Strange to say, all the farmers co-operative grain associations seem to favor Federal inspection. They were represented at Washington by delegates from Iowa, Illinois, Ohio and Minnesota.

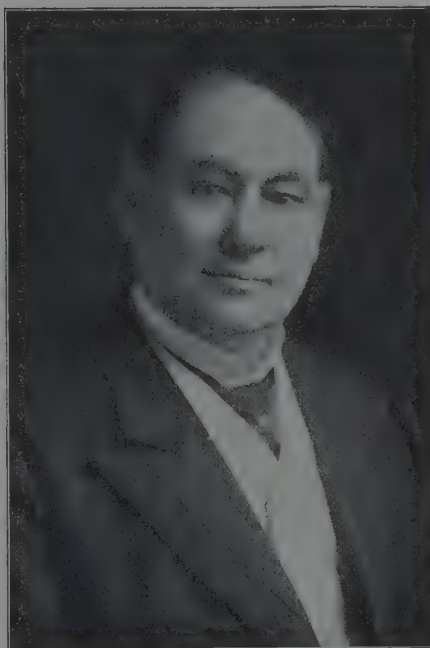
I believe that in the near future we will see Federal grain inspection at all the important grain centers, and there will certainly be a strong effort to get uniform and standard grades of grain.

The Chicago Great Western Ry. has been working for bigger and better corn crops in Iowa by publishing a list of seven rules for corn growers and directions for seed corn testing on a two-page space of its current time tables. This is the eighth of a series of articles appearing in successive issues of the same publication, which have dealt with stock raising, seed selection, soil culture and kindred subjects. The rules for corn growers and directions for testing seed corn were written by M. L. Mosher of the extension department of the State College of Agriculture at Ames.

DR. WILEY RESIGNS.

On March 15 Dr. Harvey W. Wiley resigned as chief of the Bureau of Chemistry after 29 years of service. He was not forced out and went out with the expressed regret of the President and Secretary Wilson. The reason assigned for his discontent was the presence on the Board of Food and Drug Inspection of Dr. F. L. Dunlap, whose attitude toward Dr. Wiley as chief of the Bureau has of late been "acutely hostile." Collateral to this objectionable official relation is mentioned the attitude of George P. McCabe, solicitor of the department; of Willet M. Hayes, assistant secretary, and of C. C. Clark, chief clerk of the department. As Dr. Wiley went out, Dr. R. E. Doolittle became acting chief of the Bureau and chairman of the Board, while Dr. A. S. Mitchell of the St. Paul Laboratory of the Bureau was sent to Washington to fill the vacancy created.

It is no purpose here to criticize Dr. Wiley or to attempt to lower him one iota in the estimation of the public by whom he is regarded as the one true and faithful champion *par excellence* of pure food



DR. H. W. WILEY.

in this country. But it is only fair to say that while the public has accepted Dr. Wiley at pretty much his own estimate of himself that estimate is not wholly without its flaws. "His own idea," as the *American Miller* has aptly said, "seems to be that his superiors and co-laborers wished to wink at violations of the law, while the only true policy, championed by himself, was to enforce it to the letter. Consequently, two views of Dr. Wiley appear to be current: the public generally regard him as a great apostle, while others regard him as a fanatic, raging against immaterial and harmless substances, like saccharin, with as much violence as against a deadly poison. His attitude on flour bleaching was characteristic of the man. He stood on the ground that one part of nitrite is a million or two million parts of flour was an infraction of the pure food law, although nature may add that much nitrite or more in the process of aging flour. But Dr. Wiley would not compromise. Speaking of another substance, saccharin, and its use as a sweetener in the proportion of one one-hundredth of one per cent (one part in ten thousand), he said: 'The argument of small quantities has absolutely no ethical, logical or legal foundation and is most dangerous.' Yet in regard to lead, one of the worst poisons, in another case, he said: 'In view of the small amount of lead contained in this sample, I would recommend that this case be placed in permanent abeyance.'

"So Dr. Wiley was not always consistent. Of course, most strong men are not. But for a public official he talked too much and too loosely. He did a great work in connection with placing the Pure

Food Law on the statute book; but in the opinion of many just as ardent advocates of that law as himself, he was not the man to be charged with its enforcement. In this he is in company with other great men, some of them now in the public eye, who are all right so long as they attempt the role of Peter the Hermit, in preaching a crusade, but who should leave the practical direction of military operations to cooler heads and steadier judgments."

As to Dr. Wiley's attitude toward grain in transit as affected by the pure food law, the same paper said:

"There is no reason why the pure food law should not be applied to grain; but Dr. Wiley's way of applying it would revolutionize grain trade usages at the expense of the miller, not to his advantage. Nor can it be applied to the grain trade with the idea that all grain is naturally good and that it is corrupted only by the hand of man. Every year there are millions of bushels of grain sold by farmers that would not meet Dr. Wiley's test. This grain goes somewhere. It would be easy to stop possible abuses by confiscating all grain under suspicion, but it is a great deal better to stop the abuses. A cool headed official will find a way to protect millers without destroying the grain trade."

As to Dr. Wiley's other relations to the millers the *American Miller* says: "Dr. Wiley was about the last person to acclaim as the millers' friend. He 'had it in for' millers from the first. He believed millers made white flour for some dark and ulterior purpose; that somehow they misled people into using it instead of a more wholesome article containing bran and germ. Had he continued at the head of affairs it is not impossible that he might have attempted to stop interstate commerce in white flour. In his view, 'a valuable constituent' of the wheat is left out of it, which constitutes adulteration in the terms of the pure food law. No, Dr. Wiley was hardly the millers' friend, even in his grain trade decision."

COMMERCE COURT REVERSED.

The Commerce Court which has distinguished itself so far chiefly by its successive reversals of Commerce Commission decisions was itself reversed by the U. S. Supreme Court in April, when the first decision of the Court of Commerce to be reviewed by the Supreme Court was reversed, thus giving a signal victory to the Commerce Commission. The Supreme Court decided that the Commission has the power to compel water lines to report to it regarding intrastate as well as interstate business. While the case before the Commerce Court concerned immediately only the water lines, the Government's attorneys said in their argument that the defeat of the Commission in this case would mean that the railroads also need not report regarding intrastate business and the Commission's whole system of gathering reports relative to commerce would be worthless.

The orders in question required reports regarding operating expenses and operating revenues of water lines, and affected principally the lines on the Great Lakes. The Commerce Court held that the Commission had power to require reports only regarding traffic carried under joint arrangement with railroad carriers, but not as to purely intrastate and port-to-port business; but Mr. Justice Day said a mistake had been made by the Commerce Court in confusing knowledge of intrastate commerce with regulation of it; that it was within the power of the Commission to require a "showdown of the whole business," intrastate as well as interstate.

The first car of red shelled corn received in the Cincinnati market in years arrived recently, consigned to the Early & Daniel Company. "While red corn is not a rarity in this country it is in this market," says the Enquirer, "and when the sample was taken to Chief Grain Inspector Munson it was found that the rules of the Chamber do not make provision for grading red corn. It was therefore graded 'mixed corn.'"

PACIFIC COAST GRAIN TRADE.

The grain of the Pacific slope comes eastward across the Rockies in such small quantities, as a general thing, that it but rarely enters into the computations of the operators of the markets of the Mississippi Valley and eastward. The white wheat of the Coast does indeed come east in minor volume to some of the cereal mills making peculiar products, and at rare intervals, as Mr. Julian Kuné has pointed out in these columns, some barley also finds a grudging market at Mississippi Valley breweries, like the quite heavy shipment *via* Panama and the Mississippi River, made last fall to the breweries of St. Louis. The farmers, therefore, of the slope, as well as the handlers of grain there, look beyond the United States, to the Philippines and to Asia, for a market for hay, oats and some wheat, and to England and the Continent of Europe for buyers of their wheat and surplus barley. Foreign prices, then, rather than American quotations, interest the slope farmer, and whether grain at Chicago and New York be on an export or domestic basis, his wheat is always on an export basis, a carry of 18,000 miles by sea being less expensive than a rail haul of 2,000 miles across the divide and through the great valley.

A milling industry on the Coast is developing, of course, keeping pace with the country's growth in population; but the export trade to Asia, which seemingly ought to be a large and permanent business and keep many mills running for that business alone, is, in fact, subject to many fluctuations one season with another, consequent upon Asiatic conditions. For example, American flour exports have generally declined in proportion as Asiatic milling has increased, particularly in China; and we find that the imports of Hongkong, the distributing point for China, receded from 5,511,758 sacks in 1903 to 2,992,000 in 1910; but this season, owing to a small native wheat crop, poor in quality, the American flour trade is expected to reach 5,000,000 sacks; but that our wheat exports to China, on the other hand, will decline in proportion because there is little native wheat to mix with it.

The Pacific slope grain producing states are California, Oregon, Washington and Idaho*, whose crop yields may be briefly summarized as follows, in quinquennial periods:

	Average total, bus.	% of U. S. Crop.	% of U. S. Exports.
Wheat.			
1896-1900	48,458,151	16.42	20.4
1901-1905	50,253,648	13.67	22.8
1906-1909	48,493,051	12.18	24.0
Oats.			
1906-1900	3,378,253	1.60	45.0
1901-1905	7,688,529	3.30	80.7
1906-1909	12,735,816	4.85	55.2
Corn.			
1906-1900	232,345	0.05	....
1901-1905	228,483	0.05	....
1906-1909	348,743	0.06	....

No barley statistics are available for any of these states; but the barley exports from these ports have always been a very large part of the total exports of the Nation, being as great as 91.7% in 1909 and 88.2% in 1910. (See percentages in the above table.)

The assembling places for the wheat in California are Stockton (38.4% of the movement in 1906-09), Port Costa (54.3%) and San Francisco (7.3%), Stockton being an important milling and forwarding town, while Port Costa, being at the head of navigation for ocean going ships, thirty miles from San Francisco, loads the bulk of the grain exported by that state, the local warehouses being "regular" on the San Francisco Merchants' Exchange. California's export trade has, however, declined in recent years, while the state has become a heavy importer of wheat—from Oregon and Washington to make up deficiencies to the north California mills and from Kansas for mixing purposes at the mills of south and middle California.

California wheat, as much as did cotton in the South "fore de wah," illustrates the evils of the one crop system. The state, very soon after Ameri-

*See Bulletin 89, B. of S., U. S. Dept. of Agr., entitled, "Marketing Grain and Live Stock in the Pacific Coast Region," by Frank Andrews, Statistical Scientist, etc., Washington, Oct. 27, 1911.

cans became interested in it through the gold discovery of 1848, became self-supporting as to food, in spite of the sudden heavy influx of population, the deficit of 81,322 sacks of wheat and 99,600,000 lbs. of flour in 1853, the last year on record of extensive imports of wheat and flour, being turned into a (recorded) exportable surplus by 1856 of 33,000 bus. of wheat and 115,000 bbls. of flour, the wheat crop recorded having increased from 17,328 bus. in 1849 to 5,928,470 bus. in 1859, and so on; but tradition says the exports of both wheat and flour in 1855 were several times greater than in the year 1856. At any rate, the clipper ship *Adelaide* reached New York on October 14, 1855, with both wheat, flour, barley, etc., on board from San Francisco. But half a century later, California's wheat had "run out," so to say, the quality being too weak to be consid-

[For the "American Elevator and Grain Trade."]

THE GREAT BLUE GRASS HARVEST OF KENTUCKY.

BY FELIX J. KOCH.

Down in Kentucky the people are trying to change the ancient pseudonym of the state, that has come down from the earliest pioneer era, "The Dark and Bloody Ground," and to befit their title to modern conditions are, instead, calling it "The Blue Grass State." And they have a right to this cognomen, for no section in all the world, perhaps, produces quite so much blue grass and blue grass seed for the seed market as does the region between, say, Paris and Lexington. Annually the newspapers of the Middle West chronicle the close of the harvest of the blue grass; and the feature writers of the



Photo by Koch.

TROLLEY RAILWAY IN THE KENTUCKY BLUE GRASS COUNTRY.

ered "good milling wheat" without mixture with the stronger hard wheats of Kansas and Nebraska. The same blunder is less likely to be repeated in the newer wheat country north of California, because the conservation idea is taking hold of the people there, under the influence of the experiment stations and the object lesson California has given to sensible wheat growers in spite of the tendency of the farmers of the "Inland Empire" to reduce wheat culture to the old, old system of "mining," because of the immense profit in the business at prices that have prevailed for nearly a decade—at current prices the profit being approximately 75% to 100% net, according to distance from transportation.

NEW GRADING RULES WEST.

Due to the urgency of the Farmers' Educational and Co-operative Union, the Washington state Public Service Commission has amended the wheat grading rules adopted on August 11, 1911, to read as follows:

"Wheat which is sufficiently bleached, soft or containing sprouted or damaged kernels, so as to affect its value to the extent that it is not good enough to grade No. 1, and testing not less than 56 pounds to the measured bushel, shall be graded No. 2 and shall be discounted not to exceed 2 cents per bushel from the price of No. 1, the discount to be discretionary with the inspector.

"Wheat which is sufficiently bleached, soft or containing sprouted or damaged kernels, so as to affect its value to the extent that it is not good enough to grade No. 2, and testing not less than 54 pounds to the measured bushel, shall be graded No. 3, and shall be discounted not to exceed 4 cents per bushel below the price of No. 1, the discount to be discretionary with the inspector.

"Wheat which is too badly bleached, soft or containing sprouted or damaged kernels to grade as No. 3 shall be graded 'no grade' and treated as provided for in Rule 12.

"This rule to take effect March 1, 1912."

"Feed prices are fierce," says the Inter Ocean, "the highest ever known at this season [March 28]. Hay at Kansas City has advanced \$1@5 a ton in the last two days and is \$23@24. A message from Fredricktown, Mo., said bran was \$1.60 a hundred, corn 88c and oats 65c. Bran in Chicago is \$27 a ton and timothy hay \$24 a ton."

big metropolitan dailies then get busy to tell the world how "the annual harvest of the seed-crop which has given a name and a fame of its own to this section of Kentucky has just ended" and how many thousand dollars worth of the seeds that will in the future serve to embellish and beautify American and European lawns, "now lie in long heaps on the drying floors of the huge seed-houses, undergoing the drying and curing processes."

Indeed, the seed crop of a single year is estimated by one expert at about 400,000 bushels, of which amount Bourbon County alone furnishes in the neighborhood of 175,000 bushels. This county annually produces more seed than all the rest of the blue grass region united, with Clark County second in order.

At the ruling market price of thirty-two cents per bushel, this expert continues, "this will bring in the neat sum of \$55,000. This money is spent in Paris and in the county round about, so, of course, the coming of the blue grass stripping season is of some considerable financial import to the merchants of Paris.

"The seed," to give the technical description, "is grown on immense farms, some of them of over four thousand acres in extent, all in waving blue grass, heavy and thick. In one immense field there can be seen from twenty to thirty one-horse stripping machines engaged in taking the seed from the stalks. These machines, which have so completely revolutionized the seed industry, have an attachment somewhat resembling the paddles of the stern-wheel of a steamer, which, revolving about eighteen inches above the ground as they are propelled through the heavy grass, forces the stalks into the sharp, closely set teeth of an iron bar, resembling the cutting part of a mower, which strips the seed clean and deposits it in a huge wooden receptacle swung underneath the driver's seat. A man in the bottom of this receptacle keeps the seed scraped clear of the bar. When the receptacle is filled with seed, it is taken to the drying camp, where it is spread out in long rows and is stirred constantly, so as to fully expose the seed to the ripening effects of the sunshine. Twice a day the drying seed is placed in long rows and allowed to stand for some time. When fully dried, which

usually requires from two to three weeks' time, the seed is sacked and brought to the cleaning house, where it is again spread out and aired and turned constantly and vigorously. The temperature of these houses rivals that of a blast furnace, and the clouds of dust issuing from them envelops the immediate vicinity like a London fog. When thoroughly aired and dried and cured, the seed is run through a series of specially constructed machines which clean it thoroughly, removing all dirt, dust, chaff, clover seed and the like, each machine having an ingenious arrangement for expelling every substance but the perfect blue grass seed. After going through the machines the second time, the seed is sorted carefully and sacked, and is then ready for the market.

There is always a great demand from dealers for the first car of clean seed, and many dealers offer premiums for this first car. Cincinnati commission men handle immense quantities of Kentucky blue grass, but fully 60 per cent of the whole crop is exported to Germany and England, where often royalty itself treads upon it the following season. One Paris dealer has filled orders for Windsor Castle, for the summer palace of the Czar of Russia, and for the Emperor of Germany. A single concern, who handles the largest part of the seed crop, had twenty-eight machines in operation at one time on the five-thousand-acre farm of Thomas Henry Clay, some nine miles from Paris. These machines gathered twenty thousand bushels of seed from four thousand acres, taking as high as three thousand bushels in one day. A conveniently arranged camp in the woods provided shelter for the hands, most of whom were negroes. This camp and the strippers were under the immediate supervision of one of the firm, who occupied his own tent but took his camp-fare as did the others. The camp with its army tents, feed-boxes, wagons, cooking quarters, its little army of strippers, mules and horses lined up on one side, looked very much like the bivouac of an artillery corps. The camp bill-of-fare consisted of bacon, beans, tomatoes, corn, peas, corn bread, black coffee and wheat bread; and one finds the meals prepared with much care.

The harvest lasts but a short time each year, but the pay days leave Paris merchants many dol-

seed from outside, the price will be much greater than is now paid in Kentucky for it; and it will take years to get back to anything like the crops we now have. Of course, I meet with men who laugh at the idea of the blue grass becoming exhausted; but they belong to the class of men who 'never miss the water till the well runs dry.' "

[For the Indiana Grain Dealers.]

IMPORTANCE AND REQUIREMENTS OF EXPORT GRAIN MARKETS COMPARED WITH INTERIOR MARKETS.

BY L. W. FORBELL*

The subject presented is one to which the average grain dealer throughout the country seldom takes time to consider as it affects his particular business; yet if he will pause a moment to reflect, it will no doubt occur to him that the grain business of the country at large is so interwoven that there is scarcely a time when any pronounced action occurs in a primary or terminal market but it immediately produces a sympathetic influence extending to markets hundreds of miles away, until all are moving in the same direction. Thus it will be seen that they are largely dependent upon each other, and that sentiment is a dominating factor. This being the case, we find a number of contributing causes.

Until recent years this country had been the largest exporter of grain to Europe; but the agricultural development of Argentina, together with more bountiful harvests in Australia, and the ability of Russia, not to mention other countries, to produce more grain, has curtailed the demands that were formerly made upon us. With our largely increased population, home requirements are much greater, so that we have not been able to spare for export the large volume that we formerly contributed. The prediction has been freely made that unless production of the various grains was largely increased it would be a matter of but a few years when we would of necessity become an importing nation. You will remember, perhaps, that about three years ago there was imported from Argentina to New York several million bushels of oats which were sold in that market in competition with those from the West. Boston also received a considerable

Atlantic seaboard and Gulf ports, and the relative value of such grain at interior markets.

The Eastern terminal markets depend very largely upon the export business of wheat and corn for their activity, as it is only occasionally that the exportation of other grains engage their attention. It is, therefore, of the utmost importance in the marketing of grain at interior markets, that the requirements of export markets be given the most careful consideration.

European markets require and demand that they receive only No. 2 red winter wheat or No. 2 hard winter wheat for milling purposes. They never bid for any other grade of winter wheat. Therefore, it is important to remember that the shipment of wheat of a quality so inferior as to make its use for export impossible must result in severe discounting at seaboard markets, bringing the price down to a level where it can be disposed of for chicken feed or other purposes. It is, of course, possible and it is the practice to clean grades of wheat lower than No. 2 and bring them up to the required standard. It is admitted that there are always large quantities of good wheat that can be successfully treated in this manner, but are disposed of at the smaller interior markets and at country elevators by farmers who, despite all attempts to educate them to clean their grain before marketing, persistently refuse to do that which would result to their own profit. The fact that wheat may test 59 or 60 lbs. to the bushel is not always sufficient to permit its grading as No. 2 red, for the reason that it may not be clean and free from straws, chaff, cockle or smut.

Foreign markets are not slow to discover that the shipments of grain from a certain port, while of contract grade, are of superior quality and arrive in better condition than do shipments from competing ports; and when the reputation of that particular port has once been established with them, not only is a preference given to it, but at times a premium is paid for contract shipments from that port. The inevitable result is that the merchants of that market can afford to pay, and do frequently bid, a higher price in competition for grain to the interior markets that can furnish them with the better qualities and which from previous shipments they can reasonably expect to receive.

The inspection of grain aboard vessels at the seaboard ports is a most important factor in the export business and integrity of that inspection must always be without question. The reputation of the export certificate of contract grain is most potent in any foreign market, which fact is duly appreciated by all who are engaged in the export trade.

The situation in relation to corn, while similar to that of wheat, varies in certain particulars, it being recognized that corn moving from new crop deliveries is of a much more perishable nature. Greater care should be exercised in its preparation for shipment from interior markets to the seaboard. As a considerable portion of this business during the early movement of the crop is transacted on the basis of destination weights and grades, it is of supreme importance to the shipper that it be well cleaned and conditioned before loading, and only that grain shipped the moisture content of which, in his judgment, is low enough to insure its safe arrival at destination. The increasing use of driers throughout the country has done much to eliminate the dangers of transportation, but, as in the case of wheat, a most careful inspection aboard vessels must be maintained and the length of the ocean voyage also be carefully considered by the inspector. The business of the seaboard markets will be greatly facilitated if careful attention is given to the loading of corn, and the chances of loss to the shipper will be largely minimized.

I cannot impress upon you too strongly the importance of the requirements of the export grain markets and the necessity of interior markets adapting themselves to meet them, to the end that their business may be expanded and the conduct of it made much more profitable than it has been in the past.

Little Rock, Ark., talks of holding a corn show next fall or winter.



Photo by Koch.

SOME CONTENTED CONSUMERS OF KENTUCKY BLUE GRASS.

lars better off than before. The pay rolls for three large firms, including help of all kinds, aggregates \$75,000.

There has been considerable speculation as to the future of the blue grass seed industry. A prominent farmer of Bourbon County stated that he believed it was only a question of time before the blue grass, which is the pride of his locality, would be gone. He claimed that the stand is never allowed to renew itself, the seed being stripped before it falls, and that the grass cannot perpetually renew itself from its roots.

"I believe," he said, "that it will not be many years before Kentucky will have to buy blue grass seed from other states. When we do have to buy

amount of them. Nevertheless, we still have a surplus for export which in the near future should be materially increased through the crop improvement campaign that is being so vigorously conducted under the leadership of the Council of Grain Exchanges, to the end that larger and better crops may be produced and our country once more be first in rank of grain exporting countries of the world. However, so long as production exceeds home requirements, there will be an exportable surplus to be reckoned with, and on the demand for that surplus will be determined its market value at the

*A paper by the author, read before the joint meeting of Indiana grain dealers and millers at Indianapolis on Jan. 16, 1912.

WESTERN GRAIN DEALERS' ASSOCIATION

The twelfth annual meeting of the Western Grain Dealers' Association convened at the Savery Hotel, Des Moines, Iowa, on Saturday, April 13. President I. L. Patton of Newton called the morning session to order at 11 o'clock and spoke of the improved conditions in the Iowa grain trade due to association work, but added that there was still room for improvement. During the past year we have been aiming to establish grades of corn by the moisture test. The future will no doubt bring this reform about. It is very essential to look after legislative matters next winter, and we need additional funds for this work. To get this increased revenue we need about 100 new members. They are in the state, so we urge upon each member to try to secure new additions to our membership.

SECRETARY'S REPORT.

Secretary Geo. A. Wells read his report as follows:

Inasmuch as our programme is rather crowded, I have made my report brief because the general discussion of the different subjects mentioned in the programme will give general information as to the activities of the Association along those lines.

Membership.—We now have approximately 400 members, which give barely sufficient revenue to cover current expenses and does not give anything whatever for extraordinary expense which has necessitated a special assessment recently to cover expenses of the committee sent to Washington on the Food and Drugs Act conference. There are about 150 independent grain dealers in Iowa who should become members of this Association. There are also a few small line elevator companies who are not members, and practically none of the terminal market line elevator companies are members of this Association. We have diligently solicited the membership of all of these dealers by letter and also personally, but the light crops in some localities last season made it rather difficult to interest those dealers in the Association.

Arbitration.—There have been no requests for arbitration since our last annual meeting, although numerous difficulties have been adjusted privately through the office of the secretary, of which no record is made. This, I believe, indicates that our members are becoming better informed as to general market conditions, rules and regulations.

Bureau of Information.—There has been the usual amount of correspondence with members in consideration of their inquiries as to different matters relating to the grain business, necessitating a large amount of attention and considerable investigation, in fact, this feature of our work probably requires more time and attention than any other, and it seems as if it is never completed, as the files in the office always contain much of such matters in process of disposition. All this work is always done for the individual member and being purely personal does not come before the Association in detail, and is not recorded except when a question is developed that involves a general principle, thus giving a basis for action by the Association.

Scale Inspection.—From July 1, 1911, to March 31, 1912, we have inspected and repaired 450 scales at a cost of \$1,638.92, for which we have received \$1,553.94, thus showing a loss of \$84.98 on account of the scale inspection work. This, however, includes the payment of salary to Mr. Nolan during the dull season, from January 1st to March 31st. Grain dealers and scale owners should understand that under the new law it is very necessary for them to know that their scales are in perfect weighing condition, as the law places the burden of such responsibility upon the owner of the scales, who is subject to prosecution if scales are found to be wilfully neglected.

Insurance.—On January 1, 1912, the Western Grain Dealers' Mutual Fire Insurance Association had in force \$1,579,601.64. The total amount of the guarantee fund on deposit by the members being \$25,812.65, the cost of the insurance being 75 per cent of the basis rate. The amount of insurance in force was increased during the calendar year previous to January 1, 1912, \$191,441.60, notwithstanding the fact that the crop was extremely light in a large portion of the territory from which we receive a large patronage, which materially affected the volume of our insurance. We should easily reach the two million mark during the coming year if we have favorable crops.

Local Meetings.—During the past year local meetings have been held at Burlington, Oskaloosa, Ottuma, Cedar Rapids and Ft. Dodge that were well attended and the discussion of matters pertinent to the grain business seemed to be interesting and profitable.

Transportation.—The question of claims against the carriers for damage because of delay in transit, and particularly the claims arising out of the condition that existed during the winter of 1909 and 1910, have been practically disposed of so far as I know. I think our members are generally informed, but will state briefly that previous to that time the carriers had not generally recognized claims for damage by delay in transit, but that now they do acknowledge their liability, the question of what is a reasonable time for the movement of a particular shipment frequently being a matter of controversy.

The claims for loss of grain in transit where no bad order condition of the car is in evidence, the carriers are taking a very determined position in refusing such claims. This matter will be considered in the general discussion mentioned in the programme. The number of refused claims referred to the Association are now very few indeed, indicating, I believe, that the method of handling the claims that was adopted by this Association several years ago has resulted in a better understanding by our members of how to make up papers and file

claims so that the number of refused claims have been gradually growing less.

Terminal Markets.—We have been receiving very few complaints with reference to terminal market conditions, or against individual members of the Exchanges. The improved condition of scales at the country elevators as a result of our scale inspection work, and the excellent supervision of weights now established at terminal markets, has practically eliminated complaints for shortages in weight. The question of grain inspection is on the docket and the United States Department of Agriculture are giving serious attention to the establishment of standard grades. We have done considerable along the line of encouraging the use of the moisture tester in buying and shipping corn, and so far as we knew every dealer who has purchased a moisture tester is well pleased with the results.

The abuses that now exist in terminal markets are almost entirely of a technical nature, that only those who are well trained in the game can detect; and I am glad to say that I know from my own personal knowledge and acquaintance with the members of the different exchanges that there is in every exchange a large number of members who are acting in good faith and with a definite purpose of eliminating any abuses and bad methods that may exist.

Legislation.—We have had no state legislative session since our last annual meeting, but several important matters of national legislation have come up in which we have participated, I think, with good results, the detail of which will be mentioned in the general discussion.

In concluding his report Mr. Wells said that he had now been secretary of the Western Grain Dealers' Association for the past twelve years. The work had been very satisfactory, and his relations with the members uniformly pleasant. But the Association seemed to be in a rut and something should be done to awaken more interest in the work from those who were outside of Association and yet receive its benefits. He suggested that the nominating committee be selected with great care and with a view to the interests of the growth of the Association.

C. A. Russell, in charge of United States Grain Standardization Laboratory at Decatur, Ill., read a paper and made demonstration of "The Practical Use of the Moisture Test in Buying and Selling Corn."

M. McFarlin told of the progress made in the introduction of the moisture tester among dealers. In one case a public moisture tester had been established at the city drug store, available for those who wanted to use it. This had not been as satisfactory as though owned by the individual dealer, but the same uniform results had been secured.

Mr. Tiedeman said he had purchased several moisture testers for his different stations and was sorry that he had not put one in every elevator. He considered the tester a necessary part of the elevator equipment. He did not believe good results could be obtained by having a central tester, as related by Mr. McFarlin. Every elevator owner should have his own tester.

Mr. Russell said that in using the tester the results are best when the trier is used in securing the sample of grain to be tested.

President Patton appointed the following committees before noon adjournment:

Resolutions.—Jay A. King, E. A. Fields, B. A. Lockwood.

Nominations.—J. A. Tiedeman, B. C. Hemphill, M. McFarlin.

AFTERNOON SESSION.

At the afternoon session there was a continuation of the discussion on the operation of the moisture tester, and it was the general opinion that a centrally located tester for public use could not be operated with as much exactness as if owned and operated by the individual dealer.

Frank G. Coe, with the Corn Products Refining Co., said that as manufacturers of corn products they had to know exactly what kind of corn they bought. The company tested every car of corn purchased. Their tests had been satisfactory both from the buyer's and seller's standpoint. They bought everything on the basis of inspection by moisture test.

Mr. O'Meara, of the Douglas Starch Works, Cedar Rapids, said there is no trouble in operating the moisture tester but error sometimes creeps in by not weighing exactly the amount of corn to be tested.

NECESSITY OF ORGANIZATION.

E. A. Fields, of Sioux City, made an address on the subject, "The Necessity of Organization," as follows:

Scientists tell us that in the infancy of the human race, our ancestors fought with wild beasts for possession of the caves for shelter or fled for protection with their young to the tree tops. Every man led an individual existence; there was no such thing as society, and the conditions imposed upon man by this separate struggle were harsh indeed. Gradually there evolved a system of tribal existence which has developed slowly into our existing governmental systems and into the ethical idea of justice for all. Men would not consider for one instant any step toward the abolition of this organization, and although campaign orators may seek to convince us

of unsatisfactory conditions under present administrations, we realize our advance and continue our evolution toward still better government.

What is true regarding society as a whole, applies roughly to the grain business. The early conditions governing the handling of grain, and especially the transportation of it, were such that it could not be handled without very hard work, great risks and long periods of time. Consequently it was necessary to exact a large margin between the price paid the grower and the terminal value. Men found that in order to handle agricultural products successfully and cheaply they must provide better facilities and consequently formed commercial organizations and boards of trade. These had their headquarters at terminal markets and were primarily interested in conditions existing at such markets. For many years dealers at country stations had no organization to care for their interests and were forced to submit to any conditions imposed upon them. Gradually the farsighted came to realize the necessity of mutual effort and district or state associations were formed whose aims in most cases were confined to adjusting local troubles. The number of these organizations has increased, which is good for the trade, but the scope of their endeavors has vastly broadened, which is far better.

In this age of intelligent effort and severe competition, men must be specialists, and the grain man who would succeed must study and master his business. It is not enough, however, to know the conditions which prevailed in 1911. That year is past and we are living in 1912 and this year has its own problems. The up-to-date grain man must know what we have to contend with now.

The following problems confront the average grain man:

First. The cost of doing business is more now than it was 15 or 20 years ago. Elevator properties cost more, wages are higher, telephone, telegraph, power expense and other items amount in the aggregate to much more than they used to. Then the high prices of grain swell our interest items and make our shortages hurt worse. It is safe to say that there has been an increase of 25 to 40 per cent in the operating expenses of country elevators as compared with the decade 1890 to 1900.

Second. Competition is more severe. It used to be comparatively easy to get good margins, but on account of the increase in the number of elevators and because of the greater volume of business the margin per bushel is very small.

Third. Information as to grain values and freight rates is public property. Every newspaper publishes market reports from day to day and almost every grain raiser takes a daily paper. Railroad tariffs are accessible to all who would consult them or rates may be obtained by telephone request. Is it surprising that the grain raiser knows the value of his product when the information is so easily secured?

Fourth. The rules of railroads as to minimum weights, sizes of cars required, time given for loading and unloading, etc., are much stricter than formerly.

Many other problems might be spoken of, but these are general and illustrate the changed conditions. The average grain man is intelligent enough to appreciate the necessity of meeting these problems fairly and squarely, and of solving them aright. To do so he must avail himself of all the necessary information to conduct his business economically, safely and skillfully.

There are so many problems confronting the grain men and they are so varied and so widely extended that he cannot hope to cope with them all individually with a full measure of success. I say individually because he has come to realize that it is a judicious investment to pay some well posted man or group of men to relieve him of those problems he cannot well attend to himself. Usually a grain man has his time fully occupied locally, and often outside matters come up in a very busy period when he cannot well neglect local business. Then the value of organization is fully manifested. He can lay his troubles before the officers of the grain associations, who are probably interested in the same questions, with the assurance that they will be properly looked after. One man, or a small committee, can thus look after the outside affairs of several hundred members. This has been done scores of times during the past decade.

For many years I have firmly believed in the necessity of a grain dealers' association for the general good of the trade and I am strengthened in my opinion when I review what the Western Grain Dealers' Association, and its predecessor, the Iowa Grain Dealers' Association, have stood for and what they have actually accomplished.

Many abuses have been corrected through their influence. Methods of weighing grain at certain terminals were notoriously bad some years ago. Charges were excessive at several places. Largely through the influence of our Association little complaint can now be made. Arbitration has been made compulsory. The dishonest dealer has been advertised and put out of business or forced to mend his ways. The campaign for better seed grain and the necessity of testing corn, in which it took a leading part, was a liberal education for the grain raisers. It has resulted in increased yields and added wealth.

The inspection and adjustment of scales has been beneficial to hundreds of firms. The insurance association has resulted in a considerable saving to policy holders. The dissemination of general information has been a great help to the membership, providing a trading bureau for buyers and sellers of seed grain, elevator properties, etc., giving valuable crop news and posting readers on the latest trade matters. The Association has assisted its membership in collecting numerous railroad claims and has helped to establish fairer bases of settlements by the claim departments. The secretary has advised with the members on hundreds of matters and

has always been vigilant in protecting their interests.

Organization is a necessity in the present day. The leading grain firms realize this and belong to various trade organizations. Indeed, some men are called upon to act in so many capacities that I have sometimes thought that they must feel that the agencies which were meant to help were proving hindrances by demanding so large a proportion of their time. They may have the same sensation as the traveler in the Southwest had who, with his arms full of bundles, was approached by a native leading a burro. The native inquired, "Mister, don't you want to buy a burro?" The traveler looked at the animal contemptuously and replied, "No, thank you; I have about all I can carry now."

The local grain man is not called on for affiliation with so many organizations, but he does need connection with one or two of them for the following reasons:

First. The information derived from the monthly publications and the secretaries' reports and that obtained at the conventions is helpful in his business. The man who is awake will continually get new ideas from various sources. Certainly those who are making it a business to help the grain men should do him the most good. He will find economical ways of operating, or new methods of handling his business which may save many times the cost of membership.

Second. He will increase his acquaintanceship, broaden his horizon and find new outlets for his commodities. At the meeting of the Grain Dealers' National Association in Omaha last fall I met a number of grain men with whom our firm had had no dealings, but with whom we have since done considerable business as a result of our meeting.

Third. A membership in a grain association means a share in abolishing wrong conditions or in preventing the adoption of harmful or doubtful practices. A grain man working single handed to change a rule of a terminal market would have about as much influence as the whistling of the wind, but as a member of the Western Grain Dealers' Association or the Grain Dealers' National Association, with the prestige of hundreds of members united, any wrong can be righted. The influence of organization has never been more strongly illustrated than in Washington last month, when the rulings of the Bureau of Chemistry were suspended on request of a united grain trade. Temporarily the menace of these rulings is out of the way, but there is no assurance that similar rulings may not be made or that legislation along similar lines will not be attempted. If it is, every grain man should have an interest in seeing that the rulings or legislation are not detrimental to the grain grower and grain handler.

Then the question of futures is one that concerns every grain man. Undoubtedly the privilege of dealing in grain for future delivery is abused by many people and often by the grain trade itself. Any law which will prevent such abuses should be welcomed. The abolition of the privilege for legitimate purposes would certainly work a great hardship to thousands of grain growers and grain merchants and we need the Grain Dealers' National Association and its allies to properly represent the sentiment of the trade on this important question.

Then the matter of uniform grades is one that all hope to see satisfactorily settled, but it can hardly be settled properly and effectively without many conferences, much work and co-operation of all concerned.

We can readily see that the necessity of thorough organization in order to solve these big problems as they should be solved.

Fourth. The small dealer needs affiliation with an association for self-protection. The tendency of the times is toward system and centralization. The best business firms watch every detail of their business and endeavor to systematize their affairs to produce the greatest possible result from a given amount of energy or the expenditure of a given amount of money. Many large firms have developed a system which was unthought of fifteen years ago. Consequently they have an immense advantage over small dealers. As illustrating this fact the census report of 1900 showed that there were over 25,000 flouring mills in the United States, with an average investment of \$9,000; while in 1910 there were about 12,000 mills with an average investment of \$30,000.

The small grain dealer has advantages over the line firms in several ways, if he is careful and will adopt the best and safest methods of dealing in grain. Membership in the association will help him to learn the best methods and to use the advantages which he possesses.

Fifth. An organization is a benefit in ascertaining and crystallizing the sentiments of its members on any question of importance, so that they may work unitedly for what they favor.

The Western Grain Dealers' Association should have the support of every independent elevator operator and every line firm doing business in Iowa, Minnesota, South Dakota and eastern and northern Nebraska, because it is helping every grain man in this territory. It will return far more financially than it costs and in addition will save its membership time, sleep and worry. It deals with local matters, state legislation, terminal markets, transportation, scale inspection, elevator leases; and as an auxiliary, it conducts a first-class mutual insurance association. It stands for moderate margins, high standards of commercial dealings and respect for law. It has solved many old problems; it is wrestling with present-day troubles; it is waiting to tackle new questions as they arise. It represents the grain man wherever he needs representation and far more forcibly than he could present his own case.

The Grain Dealers' National Association deserves our support because it can do more effective work than a local or district organization along the lines

of national legislation—uniform grades and general matters of this character. We know what it has helped to do recently; we do not know how many more questions will demand its attention soon; but its necessity cannot be doubted and the more strongly it is supported the more effective will its work be; and I would strongly urge as many local dealers as possible to join the National Association.

NATIONAL ASSOCIATION AND LEGISLATION.

A. E. Reynolds, Crawfordsville, Ind., ex-president of the Grain Dealers' National Association, read a paper on the subject, "The Grain Dealers' National Association and Legislation," as follows:

The business interests of the country are passing through a period of turbulence and unrest. Agitation is prevalent everywhere. In the mad onrush to reform everything and everybody, the general public has lost faith in all existing institutions. The agitator is posing as a public benefactor. The muckraker is hailed as a patriot. The general public, both in office and out, are crying for victims on whom to reek their vengeance for wrongs suffered, most of which are imaginary. The sane portion of the public is standing, vainly crying "Peace! Peace! Give us peace," and still there is no peace.

One of the outgrowths of this insane state of affairs is a general clamor for legislation to control everything. It now appears under the head of centralization of power; at another time, under a socialistic cry of, "Give the people a chance;" again, as the "Progressive Movement," "Down with Incorporations"—and what not. As a congressman facetiously remarked not long since, "We intend ultimately to have the public so regulated that Congress will prescribe exact rules for house cleaning and spanking the baby."

With such conditions existing it is not surprising that an avalanche of legislation has been directed toward the grain business. During the present session of Congress no less than thirty-five different measures, affecting the grain business directly or indirectly, have been introduced. Add to these a recent ruling of the Bureau of Chemistry bringing the handling of grain within the purview of the food and drugs act, and we have an array of threatened regulative measures that indeed seems alarming. If all of these measures should be enacted into laws, each grain dealer would have to employ a personal attorney, and even with his help would not be able to stay out of jail more than half the time. The average legislator, either state or national, is hopelessly ignorant of the needs of the grain business in a legislative way. I say this with all due respect to the parties to whom I refer. They could only be posted on the needs by being engaged in the business. Few grain men aspire to politics. The business in which they are engaged is too exacting to give them time for outside diversions. The primary object of legislation is, or should be, to foster and uphold the producing and business interests of the country in such a way that they may serve the largest masses in the best possible manner. On the great industries of the country the nation depends for its bone, sinew and vitality. Greatest among all of these industries stands the grain business. On it the nation depends for its very life blood.

Primitive man needed little or no legislation to control his actions. Each individual provided his own means of sustenance. He was his own butcher, baker and candlestick maker. His methods of providing himself with the necessities mattered little to anyone else; as he had few or no neighbors, his acts could not in any way affect the rights or happiness of others. Then everything was crude and simple. The people needed very little. Their wants were few and easily supplied. Avarice had not been born into the world. There were few industries, few inventions, few aspirations. Gradually as the world grew older, society became more complex. New inventions caused new industries to spring up. The people gradually drifted into different lines of employment. The specialist is an outgrowth of higher civilization. The subjects of Julius Caesar were mostly engaged in warfare. They had few lines of industry in which to engage. The people today have thousands of trades, professions and lines of occupations open to them. With the great increase in the number of human avocations has come competition and strife. To control this competition and keep human activity and avarice within bounds more stringent forms of government became necessary.

These governments have proceeded to lay down rules for the control of their subjects. These rules are our laws. The prime function of government is to control its subjects by rules thus laid down. Legislation is only the establishment of rules. These rules become more numerous and necessary as society becomes more complex. Our laws are useful just in the proportion that they are reasonable and capable of being enforced without direct injury to the people. The laws controlling the white races in the temperate zone of North America, if applied to the Hotentots or Igorotes, would be useless and impotent as means of government. They would not be applicable to the subjects to be governed. The eternal fitness of things must be recognized in the enactment of legislation.

When I was a small boy attending my first district school, the teacher on the first morning of the term laid down a set of rules intended to cover and control every wild impulse of childhood. It was a long array of "musts" and "must nots." The list was so long and difficult to remember that the public straightway forgot all of them. They proceeded to go their way regardless of all the rules established. My next teacher laid down one rule, "The Golden Rule." Within a week everyone was proceeding on the David Harum principle, "Do unto the other fellow as he is trying to do to you, but do it first." I enumerate these incidents to show

the two extremes. One was too much legislation, and the other too little.

A good dinner is a fine thing, but too much of it produces bad results. An overdose of a beneficial drug is likely to prove fatal to the patient. Legislation, to be a good thing, must be reasonable and applicable. Our law makers should not give us more legislation than we can digest. Laws are not the forerunners of civilization, but only an outgrowth of it. The vital difficulty at the moment arises from our lawmakers striving to soothe public clamor by legislating on everything. It doesn't seem to matter on what particular line or to what definite end legislation is directed, just so we have legislation. Some cry "reciprocity" others "tariff reform." Some go so far as to cry for "referendum" and "recall." No matter what, just so we legislate. May the Holy Saints protect us from further legislation until, in vulgar parlance, we can learn just "where we are at."

I aim to be a law-abiding citizen. I revere and respect the laws that rightly control society. My earnest desire to remain a law abiding citizen prompts me to cry for a cessation of legislative hostilities, lest a plethora of laws so entangle and ensnare me that I be unable, through the complexity of the situation, to remain law abiding.

We are bound to have more laws enacted; some will be good, others will be bad. Some will benefit business, others will injure it. Legislation will be good or bad just in the degree in which wisdom, patriotism and honesty direct it. No man can intelligently direct legislation on a subject of which he is hopelessly ignorant, unless he act as the sponsor of those who do know and are able and willing to direct. The grain business of the country can be best served by laws enacted under the direction of those engaged in the business. This is true of laws regulating every line of business. It remains, however, for the business interests to direct the making of these laws with an earnest and honest determination to do the right thing. I would rather have the combined knowledge of this assembly directed into legislative channels regulating the grain business than the combined statesmanship of all the Congresses since the time of Washington; provided, however, that the intelligence here represented be honestly endeavoring to do the greatest good to the greatest number.

While we will have, and must expect, legislation affecting the grain trade, I maintain that very little, if any, of it is needed. At the present time "no legislation is good legislation."

Since we must have more legislation, however, it is up to the grain trade of the country to direct it into sane and reasonable channels. It is a Herculean task. It calls for the best brains in our ranks. Legislation undirected and uninfluenced is sure to run amuck, confusion and ruin will be the result.

We only have to point to the recent ruling of the Bureau of Chemistry in connection with the Food and Drugs Act to show what will happen. In the light of a literal construction of this act, the ruling is probably correct, but in view of the evident intentions of the framers of the act, the ruling becomes questionable. In view of the results which a strict enforcement of this ruling might bring about, the application is so unfair, unjust, impossible and unreasonable as to bring ridicule on the whole proposition. Yet to overthrow it required an uprising of the grain industry and a forward movement on Washington such as the Government departments had not witnessed since the advent of Coney's army. Veni, vidi, vici. "We came. We saw. We conquered." As grain men we must continue to go, to see and to conquer, in order that our business be not assailed and even ruined by unfair legislation. Eternal vigilance, only, will continue to be the price of our freedom from pernicious legislation.

So far I have spoken of legislation as a negative proposition. While most of the efforts of the Grain Dealers' National Association have been given over to preventing pernicious legislation, the time has now come when we must do something in a positive direction. In other words, we must originate and prosecute the enactment of legislation to better our condition. We must keep abreast with commercial conditions that are advancing apace daily. The grain industry is so closely allied to and so acutely affected by conditions of other great commercial institutions that we must remain alive to what is transpiring in those lines. For instance, the banking business is indissolubly linked to the grain traffic. Money conditions affect every grain transaction. The railroads and steamship lines are as much an adjunct to the grain business as the corn sheller and the elevator. The banks and the railroads are both alert and watching their legislative interests. The great unseen influences at work along these lines constitute the most potent lobby that the world has ever seen. We must checkmate every movement of these great forces when the same conflict with our interests. They will respect our rights just as we compel them to do so.

I have only to refer you to the bills now before Congress regulating the bill of lading. These measures, while ostensibly intended to keep the railroads from infringing on the rights of the people, did, in fact, in the original form, give the railroad all freedom to do as they pleased and gave to the shipper nothing, for the eternal vigilance of the grain trade a bill of lading would have been foisted onto us which would have taken away from the shipping public what few rights they now possess. We have succeeded in having the Pomerine bill so altered and amended that it is now a much fairer proposition than when it was first introduced, but it is far from meeting the just demands of the grain trade.

Now, how shall we proceed to prevent pernicious and obtain favorable legislation? The old-time fable of the seven sons and the bundle of sticks is just as true today as when first written. If we are bound together and stand collectively for the good of our business, we will be sure to succeed, but like the

signers of the Declaration of Independence, "If we do not hang together, we are likely to hang separately." A union of all interests in the grain industry would be invincible.

The Grain Dealers' National Association offers to everyone in the grain industry the channel through which he can assert himself to benefit the grain traffic of the country. The Association wields a wide influence because it is national in scope. It represents and acts for all branches of the trade. When our committees go before Congress to work for or against any measure it is taken for granted that in as much as the National Association is agreed as to the measure under consideration that there is little more to be said. It is at once understood that all branches of the grain industry have unified their opinions and agreed on a definite line of action. In short, the Alpha and Omega of the whole proposition is comprehended in the demands of the National Association.

The government must take cognizance of a united interest. When practically all the people affected by any industry agree on legislation necessary for that business, our law makers cannot ignore their demands. The sovereignty of the people is supreme. Did you ever figure how small a factor one individual would be in a struggle to gain or prevent the passage of a law?

Suppose, for instance, that the whole state of Iowa even had stood alone in its opposition to the recent ruling of the Bureau of Chemistry, while any other half dozen states had favored the ruling, think you that you could have succeeded? Certainly not. Your opposition would have met with the argument that since part of the grain business favored it, there were reasons to believe that it was all right.

A prominent senator said in addressing the Association, "We don't know what you want, nor do we know what you ought to have; but one thing we do know, and that is if the united grain trade agrees on what they want and ask us for it, we will give it to them." This agreement can only be reached through the National Association. In that conflict we must have every force that owes allegiance to our cause. We need you. You need us. If we are ever to have the clean bill of lading it will be after the impelling force of a united grain industry is put behind the National Association. If a fair and equitable standardization of the grade of grain is ever established by the United States Government it will be one approved by that Association. If wild and dangerous speculation in grain is ever suppressed without at the same time stifling the legitimate trade, it must be done under measures promulgated by the brains of the grain trade. In short, if we are to continue to thwart pernicious legislation, if we are to be able to influence favorable legislation, if the grain industry is to be a potent factor in the world of business, it must all be done through the Grain Dealers' National Association. It is the only channel open alike to all branches of the grain industry.

The grower, handler and consumer alike comes under the survey of its scope of action. When you become a part of that Association you only discharge a duty which is incumbent upon you by reason of the position you occupy. Every individual is in a measure responsible for his environments. If they are not what they should be, he is morally obligated to strive to improve them. Being in the grain trade carries with it certain obligations which you must meet and discharge. The privilege of American citizenship carries with it obligations which cannot be escaped with entire impunity. The enjoyment of our great free institutions saddles upon us duties. Among these duties, as a safeguard to their perpetuity, is a fostering of the institutions themselves. They will not endure if not properly supported. The privilege of participating in our government by means of the ballot would not long exist if we did not exercise it.

The support of the National Grain Dealers' Association is a part of my creed as a grain dealer. I hold that every grain dealer is held under bonden duty to support the Association with his time, talent and money. Much has been done already to extricate the grain business from the slough of despond in which it has been floundering, but we have only begun. Only the first skirmish lines have been thrown out. The great conflict is still ahead.

RESOLUTION ON MEMBERSHIP.

Jay A. King, chairman of the Resolutions Committee, read the following resolution on membership:

Whereas, The total revenue received from dues paid by the members to this Association now amounts to about \$4,000 per annum, which is barely sufficient to pay current expenses of the Association, leaving no funds for necessary extraordinary expense; therefore,

Resolved, That the members of this Association take upon themselves the responsibility of encouraging the one hundred or more independent dealers and the several line elevator companies, who are not members, to join the Association and contribute their moral and financial support in order that the work of the Association may be most effectively continued; and

Whereas, The firms operating more than one station have heretofore been required under our by-laws to pay a full membership on all stations operated by them, which has been considered by them as being unduly burdensome; therefore,

Resolved, That the action of the board of directors in changing the basis of dues to require each firm to pay dues for a full membership on one station and \$3 for each additional station operated by them be approved; also

Resolved, That the grain dealers located in southern Minnesota, South Dakota and the North Platte territory of Nebraska be invited to become members of this Association; and

Whereas, It is considered that the Grain Dealers'

Association is absolutely necessary to the grain trade as a whole, in conducting Association work that is national and universal in scope; therefore,

Resolved, That this Association approve the action of its board of directors, in which the secretary was instructed to solicit the affiliated membership of individual members of this Association on the basis of annual dues of \$1 per member, and that this Association have representation in the Grain Dealers' National Association on the basis of such affiliated memberships; and the members of this Association are hereby urged to subscribe to such membership.

Secretary Wells spoke in favor of the resolution and especially of that part referring to affiliation with the Grain Dealers' National Association.

Mr. Reynolds spoke of some of the National problems now confronting the grain trade, which could only be handled through a National organization. Chief among these are the questions of a clean bill of lading, future trading in grain and standardization of grades. The railroads should give a clean bill of lading, based on shipper's weights, and be responsible for the delivery of as much grain at the end of the route as was received at the initial point of shipment.

On the subject of future trading Mr. Reynolds said that to go on record as favoring the abolishment of future trading in grain would be the initial steps towards sounding the death knell of the grain business; and yet there are abuses in this practice and the present wild and unwarrantable speculation in grain should be curbed. The grain trade itself is the only competent body to handle the question of grain standardization and find some means that will prove best for all concerned and be acceptable to all markets. The Grain Dealers' National Association is fitted for and is the only body which can handle these matters.

John F. Courcier, secretary of the Grain Dealers' National Association, also made a strong argument why the Western Grain Dealers' Association should become affiliated with the National organization.

The resolution was then put to a vote and adopted.

Secretary Wells spoke briefly upon present conditions in the Association's territory as to transportation matters. Very few claims had been brought against the railroads for delays in transit and these had been settled promptly, except in the case of the St. Paul road which also had settled its claims after suit had been brought. The railroads have been giving greater attention to the question of cooping of cars; and along this line the Association has received great help from the Chicago Board of Trade Weighing Department and Mr. Foss. An unusual number of letters have been received, however, from dealers on the question of claims against the railroads for expense incurred by the dealers for cooping the cars before loading, the amount which the railroads allowed according to their rules (80 cents per car) being wholly inadequate to reimburse dealers.

RESOLUTIONS.

Jay A. King continued the report of the resolution committee which was adopted as follows:

FOOD AND DRUGS ACT.

Resolved, That we are in full accord with the Food and Drugs Act as applied to manufactured foods, drugs and chemicals; but that we heartily approve the opinion expressed at the conference held at Washington, D. C., March 5, 1912, under the auspices of the Grain Dealers' National Association by the honorable secretary of commerce and labor, Mr. Nagel, in which he said that in his opinion "the Food and Drugs Act was not intended to reach natural products;" and be it further

Resolved, That we recommend that, if necessary, the legislative committee of the Grain Dealers' National Association give the matter careful attention and consideration, and if deemed necessary to undertake to have the Food and Drugs Act amended so as not to apply to grain in its natural form, that the Grain Dealers' National Association be advised of the views thus expressed by this Association.

RESOLUTION ON TRANSPORTATION.

Whereas, It is absolutely necessary for country shippers of grain, in order that they may conduct their business at a minimum cost, to eliminate so far as possible all hazardous conditions and chances of loss in the transportation of grain; therefore

Resolved, That the Western Grain Dealers' Association, assembled in annual convention at Des Moines, Ia., this 13th day of April, 1912, does hereby express the determination to hold the carriers responsible for damage on account of loss of grain in transit and for the delivery at destination of all grain loaded at the shipping point when positive weights are in evidence, regardless of whether there is evidence of bad conditions of cars or not; also for damage caused by unreasonable delay in transit, either on account of decline in market value or deterioration in quality; also for unreasonable delay in furnishing cars; and be it further

Resolved, That the attention of the carriers be called to the advantage of improving their methods of co-operating cars by furnishing good material, including burlap, in the manner that has been done by the Minneapolis & St. Louis Ry. Co.; and

Resolved, That this Association present a bill to the next legislature for an act relating to elevators and warehouses on railroad land and prescribing methods and conditions of procuring and holding sites therefor, and liability for loss or destruction

thereof, and also a bill for an act to require the payment of attorney's fees by common carriers in cases of suits for delay in delivering freight or injury to or loss of freight in transit.

ON ANTI-FUTURES LEGISLATION.

Resolved, That the Western Grain Dealers' Association, assembled at Des Moines, this 13th day of April, 1912, does hereby express the unanimous sentiment of all grain shippers in attendance, that the hedging system is absolutely necessary for the protection of the grain producers and merchants against loss by market fluctuations, and that such a system cannot be maintained without the existence of the speculator who invests his money in the surplus crops and assumes the risk of ownership that occurs between the time of the ownership by the producer and that of the consumer, and that the present system of buying and selling future deliveries of grain as conducted by the boards of trade and grain exchanges is the most economical system that can be devised, resulting in the most sensitive publicity of market values upon which information is entirely available to the producer and consumer as well as the dealer, thus preventing a monopoly of the grain distributing business by large corporations; and be it further

Resolved, That we are opposed to any and all legislation by Congress relating to anti-future trading in grain, believing that the grain trade as a whole with its different contending organizations is a law sufficient unto itself.

LEAKAGES.

Whereas, In cases of leakage of grain from cars, making it necessary to repair the car en route, it is the custom of the railway companies to prevent the shipper from having knowledge of such repairs; and

Whereas, The shipper is entitled to full information concerning the transportation of his grain; therefore

Resolved, That it should be the duty of the transportation company to keep an accurate record of such repairs and inform the shipper thereof when requested.

Resolved, That all transportation companies should be required to keep such records and furnish the shipper with all information relating thereto and we favor the necessary legislation to cover such requirement and that such law when enacted shall prescribe a penalty for noncompliance therewith.

DUTY ON CORN PRODUCTS.

Whereas, There is now pending in the United States Senate a bill providing for the reduction of the present import duty on corn products, including corn syrup and grape sugar; and

Whereas, The passage of such bill will result in the importation of cheap foreign sugars to take the place of corn sugar and corn syrup now made here; and

Whereas, Such importation will inevitably result in the reduction of the amount of corn consumed in this country in the manufacture of corn products, thereby doing great injury to one of our largest forms of industry as well as to the producers of corn; therefore, be it

Resolved, By the Western Grain Dealers' Association, in annual meeting assembled at Des Moines, Ia., this 13th day of April, A. D. 1912. That we are opposed to the passage of such bill for the reasons above set forth; be it further

Resolved, That a copy of these resolutions be forwarded at once by the secretary to the honorable senators from Iowa now in the United States Senate.

PAY FOR COOPERING.

Whereas, There would seem to be an erroneous impression that claims against railroad companies can be collected for labor performed in cooping cars for shipment for a period of time extending from September, 1900, to December, 1911, where shipper has not furnished any lumber; therefore

Resolved, That the Western Grain Dealers' Association do hereby recommend that their members do not file such claims on account of being unfair, unjust and unbusinesslike.

AFFILIATION WITH NATIONAL.

Recognizing the importance and value to the grain trade of the results obtained by the National Grain Dealers' Association in matters pertaining to the handling of grain, considering the importance of subjects relating to the grain trade now before Congress and to prevent wrongful action thereon, the grain dealers through the National Association, the most effective channel, should present the needs of the trade in the proposed legislation to our representation in Congress and that it is unfair on our part to expect assistance from the National Association without contributing, at least to a small extent, toward the expense thereof, and realizing that the present condition of the funds of this Association will not allow the added expenditure of the amount required to pay the cost of affiliation; therefore

Resolved, That we favor that the amount of \$1 be added to the annual dues for the purpose of paying the affiliation fee with the National Association. That the secretary be directed to take a vote of the members on this question, and if the majority vote is in favor of such increase of dues, the officers of the Association shall then take the necessary steps to affiliate this Association with the National.

The report of the nominating committee was read by J. A. Tiedeman and resulted in the election of the following officers for the ensuing year:

E. A. Fields, president; R. Frazier, vice-president; Geo. A. Wells, secretary-treasurer; board of directors—B. C. Hemphill, A. W. Randall, A. D. Hayes, F. D. Milligan.

The meeting then adjourned.

SATURDAY EVENING.

The evening session followed the 6 o'clock dinner given in the Savery Hotel main dining room. E. A. Fields presided as toastmaster, and after rapping for order at 7:30 o'clock, in a short introduction, presented Hiram W. Sager, former president of the Council of Grain Exchanges, who made an address on the subject: "The Council of Grain Exchanges."

Mr. Sager said in part: "The subject I have to speak to you about is one in which I have become greatly interested and one, too, which all those who have become identified with have grown to be vitally interested. The activities and objects of the Council of Grain Exchanges are much too broad to adequately portray in the few moments allotted to me. It concerns everybody in the grain trade, from the farmer through the middleman to the ultimate consumer who carries his dinner pail to the factory. Everyone who has anything to do with the grain business should be interested in the Council because the subjects for which it stands are deep and go to the fundamentals. It proposes to formulate a better code of ethics and bring about better conditions in the grain trade. For instance, its members, by the expenditure of their own money, are trying to increase the grain production of this country."

"I am grateful to your officers for the opportunity of introducing to you this youngest member of the grain trade associated interests. It is less than three years old, but it has already accomplished a valuable work. All the different exchanges, in a way, perform a useful service. As a member of the Chicago Board of Trade, one of the most important of the Exchanges, I am proud of the fact of my membership and I recognize that almost all who are connected with the exchange are proud of their organization. They know that they perform a useful and beneficent service. The main function of the exchange is to afford a market and aid in the efficacious and judicious distribution of grain products to all parts of the country. The different exchanges are a marked illustration of the trade unit, or union. They decide who shall be their members, what work shall be performed, the duties of members and what remuneration they shall receive. It is the most marked example of co-operation that I can think of. In the past the exchanges have failed to co-operate in team work and because of this, certain things have failed of results that might have been accomplished through an association of all exchanges."

"The Council of Grain Exchanges—what is it and why is it? It is an organization devoted to co-operation and to service to all who are engaged in the grain business. It is not an organization of individuals, as no man belongs to it. The members of the Council are the exchanges themselves, including those from New York to San Francisco and from Duluth to the Gulf—all the important grain exchanges of this country. Much can be done that would be absolutely beyond our power except through the Council. The Council is addressing itself to work of a broad and public character. It has a bureau that it supports which does nothing but devote itself to increasing our crops, disseminating literature to farmers, and sending forth lecturers who address the farmers on such subjects as soil fertility and selection of seed to insure the greatest possible yields. Ultimately this cannot help but benefit the entire grain trade. The Council is spending \$1,000 per month in that work, and interest is being aroused in all parts of the country."

"Another department of effort which the Council is engaged in, is an attempt to bring about higher ideals and higher ethics in every branch of the grain business. There are things in the exchanges that should be changed, but I think they should be changed by the exchanges themselves, and not by some outside force. When we can bring the pressure and influence of eighteen exchanges to bear we are going to accomplish something and we are working along those lines. I think we are going to bring about a better code of ethics in the exchanges and a better realization of what they stand for by the people on the outside. The Council of Exchanges invites your earnest criticism and your kindly interest in its growth and progress."

Toastmaster Fields then introduced B. A. Lockwood of Des Moines, ex-president of the Grain Dealers' National Association, who expressed his pleasure at being able to be present. He said he was one of the earliest believers in a National organization of grain dealers. There was much work to be done but it was hard fighting to gain a nation-wide interest. But we felt that we were right and that the grain trade would ultimately recognize the need of a National organization. The National association is broad in its scope. It has work to be done now and it must be prepared to promulgate a law that will permit speculation and yet be within the bounds of good business. They expect you to help promulgate such a law that will cure our present evils. I have no fear that we will be legislated against unduly. There must be a law to allow legitimate speculation so that we can market and carry our crops. We must have a certain amount of speculation to help us do this.

A. Gerstenberg, chairman of the Arbitration

Committee of the Grain Dealers' National Association, told of the difficulties confronting those who tried to settle disputes arising in the grain business. He paid a tribute to the work of his predecessors, Mr. King, of Iowa, and Mr. McCray, of Indiana, and said the lines they laid down were broad and helpful to those who followed. A proper grain standardization would help prevent disputes and the incorporation into the rules of calendar days only, as a basis for contracts had done much to prevent differences among parties to a contract in different localities.

In closing he urged all dealers to study their rules and grades and time of contracts. Then comply with these rules and if they became involved in a case for arbitration it wouldn't be the other man who would win the money in final adjudication and settlement.

There being those present who desired to take early trains home the evening meeting then adjourned.

CONVENTION NOTES.

W. E. Mereners, Jr., represented the Milwaukee market.

"Knute's Buke," published by Murphy Grain Co., Kansas City, Mo., contained "darn fain lote uvstuf." From Kansas City: Wm. Murphy, H. G. Miller, W. L. Croysdale, E. R. Stripp, C. V. Fisher, Arthur Mann.

Visitors from Nebraska included J. W. Hutchison, Central City; W. J. Smittle, C. D. Sturtevant, C. H. Wright, and M. C. Brown, Omaha.

The future secretary of the Western Grain Dealers' Association was present in the person of Master Gould Wells, son of Secretary Wells.

George C. Martin, of St. Louis, presented his friends with a triangular coin book and W. F. Morgan, of Des Moines, distributed combination pen and pencils.

Ex-President A. E. Reynolds of Crawfordsville, Ind., and Secretary John F. Courcier, Toledo, Ohio, of the Grain Dealers' National Association, were visitors at all sessions.

H. A. Foss, chief weighmaster of the Chicago Board of Trade, had for distribution copies of "Facts and Factors in Accurate Weighing," published by the Chicago Board of Trade Weighing Department, and a most useful book for the grain dealer.

Some of the best men on the St. Louis Merchants' Exchange came to the meeting. These included Eric Picker, Martin J. Mullally, John Dower, J. G. Vincent, H. F. Ketchum, Jas. A. Connor, E. F. Daley, Frank McClellan, Geo. C. Martin, H. C. Noland, C. L. Wright W. Niel.

It's just as well for John F. Courcier, secretary of the Grain Dealers' National Association, to travel with its officers, as, when in haste to catch trains he is liable to leave his baggage and personal effects at the hotel and wait over a day or more to collect them. See ex-President Reynolds' notes regarding the Minneapolis trip.

Nearly all the various lines entering Des Moines Saturday morning brought grain merchants from Chicago. This large market was represented by H. W. Sager, J. W. Radford, Henry A. Rumsey, W. M. Christie, A. Gerstenberg, Oscar C. White, Frank G. Coe, H. J. Rogers, Arthur Banta, J. A. Waring, C. H. Thayer, Harry G. Smith, LeRoy M. Smith, Fred E. Lewis.

The following grain men attended the meeting: I. L. Patton, Newton; O. A. Talbot, Keokuk; C. M. Good, Ida Grove; P. R. Frazier, Morrison; V. F. Frazier, Palmer; J. J. Grosenbaugh, Coon Rapids; E. A. Miller, Packwood; J. M. Johnston, Kelley; A. Hakes, Manson; A. Brackney, Clemons; O. W. Morrison, South English; L. Mahannah, Keswick; Geo. Moulton, Fonda; M. T. Broadwell, Hedrick; D. I. Peters, Wellsburgh; J. H. Johnston, Kanawha; Claus Tams, Ogden; W. J. Banning, Farlin; O. Milligan, Jefferson; R. A. Frazier, Nevada; E. L. Ericson, Story City; E. H. Tiedeman, Fonda; W. G. Blair, Malcom; O. C. King, Montezuma; H. A. Schmitt, Eldora; E. A. Fields, Sioux City; E. G. Cool, Mason City; J. A. Tiedeman, Sioux City; M. McFarlin, Des Moines; Pete Showalter, Wayland; Jno. Petgeter, Steamboat Rock; Jacob Erickson, Roland; Geo. Gault, Prescott; Jno. Reilly, Winthrop; A. D. Hughes, New London; Thos. Schmidt, Lytton; E. J. Nolon, Des Moines; W. G. Case, Des Moines; Wm. Walliser, Belle Plaine; Sam Abramson, Des Moines; W. W. Carson, Des Moines; B. A. Lockwood, Des Moines; W. K. Neill, New Sharon; R. W. Taylor, Des Moines; N. M. Harris, Grinnell; C. A. Tower, Des Moines; C. E. Harris, Williamsburg; W. H. Pollock, Manning; S. F. Whiteside, Des Moines; W. G. Wagner, Burlington; Lee Lockwood, Des Moines; H. W. Talbot, Osceola; Rufus Bullard, Maxwell; H. I. Shoeman, Wauku; Clark Brown, Des Moines; Jas. H. Larson, Roland; E. W. Miller, Guthrie Center; M. E. Blazor, Churdan; E. R. Schlosser, Colfax; W. F. Morgan, Des Moines; Wm. Radebaugh, Rippey; S. A. McIlrath, Laurel; Robt. Whitaker, Dallas Center; Mac M. Patton, Des Moines; W. P. Kernan, Cedar Rapids; A. L. Cox, Marshalltown; A. W. Randall, Conrad; B. C. Hemphill, Dexter; R. J. Howey, Gowrie; J. H. Bennett, Marshalltown; Jay

A. King, Nevada; Henry Klippel, Ogden; J. G. Cornelison, Adel; Edw. J. Funk, Lytton; J. L. Johnson, McCallsburg; Geo. E. Booth, Des Moines; S. E. Squires, Bondurant; Wm. Bakley, Ogden; C. J. Mikesb, Cedar Rapids; Chas. R. Brenton, Dallas Center; B. M. Huntley, Boone, J. B. Collins and Loyd Jodon, Des Moines.

OBITUARY

Vincent Smith, aged 35 years, a grain broker of Chicago, Ill., dropped dead from heart disease April 10. He leaves a widow.

Harry C. Rew, for 25 years a member of the Chicago Board of Trade, died in Italy recently and was buried in Chicago April 5. He was a member of the firm of Irwin Green & Co.

William W. Powell, grain commission merchant, died at his home in St. Louis, Mo., March 29, aged 59 years. He had been a resident of St. Louis for about 13 years, coming from Pana, Ill. He was buried at Rosamond, Ill.

William H. Fulkerson, aged 71, died at his home in Brooklyn, N. Y., March 21. He was a member of the firm of Marsh, White & Co., for many years, but was later in business for himself. He is survived by a widow, one son and three daughters.

Thomas M. Baxter, a former member of the Chicago Board of Trade, was stricken with apoplexy recently and died a few hours' later, aged 71. He retired from active business a good many years ago. He was founder of the Open Board of Trade.

William M. Bedell, senior member of the firm of William Bedell & Sons, hay and feed dealers of Brooklyn, N. Y., died March 21, aged 51 years. He had been engaged in the hay, grain and feed business for about 20 years. He leaves a wife and one son.

John B. Rogan, a member of the Chicago Board of Trade, died recently at Glendale, Ohio. He was a well-known figure on the Chicago Board, always walking with a cane, as he was lame. He was an extensive traveler and was included among the wealthy members of the Board.

J. Taylor Lindsey, aged 62 years, a well-known Ohio grain dealer, died at his home in Piqua, Ohio, March 28. He had been suffering from an injury received in a run-away several years ago, and recently underwent a critical operation. He never recovered his strength and his death came after a lingering illness.

Henry Lawson, an employee of the Smith-Hippen Grain Co., Peoria, was drowned in the river at Peoria, near the elevator, March 21. He slipped from an icy runway along one of the grain barges, and made an attempt to catch the side of the steamer close by, but failed and was drowned. His body was not recovered for some time.

W. C. Stinson, president and treasurer of the Stinson-Tenney Grain Commission Co., Minneapolis, died March 15, aged 59 years. He had gone into the grain business in Minneapolis about 20 years ago and in 1906 organized the Stinson-Gage Co. Two years later he organized the present company. He is survived by a wife, son and two daughters.

Herbert D. Roos, a former member of the Chicago Board of Trade, committed suicide April 1, owing to ill health and financial trouble. Mr. Roos was known at one time as the "boy plunger" through gaining and losing several fortunes in wheat speculation before he was 25 years old. He was wiped out and sold his Board of Trade membership in 1908.

Robert Nunnemacher, a grain dealer with large real estate holdings in Milwaukee, died at his home in Milwaukee recently, aged 58 years. In 1886 he organized the Faist-Kraus Co., grain dealers, later the Kraus-Merkel Co., while at the time of his death he was a member of the Galland-Henning Malting Co. He was a director in a number of concerns and was president of the Board of Trustees for the public museum.

Frederick William Wachsmuth, aged 79, of Butler tp., Butler Co., Pa., died in his home in that place on Sunday, April 7. He was born in Germany, but came to this country with his parents when he was 12 years old. For many years he managed a grain elevator in Butler. Mr. Wachsmuth and his wife celebrated their golden wedding anniversary two years ago. The widow and eight children, as well as 19 grandchildren, survive.

John P. Reynolds, aged 92 years, died at the home of his daughter in Chicago on March 27. He was born in Lebanon, Ohio, in 1820 and in 1867 was commissioner to the Paris Exposition, and in 1876 commissioner to the Centennial Exposition in Philadelphia. From 1862 to 1865 he was president of the Illinois State Sanitary Commission, and from 1877 to 1881 was chief grain inspector of the state. In 1891 he was chosen director of the Illinois World's Fair Commission, and at the close of the Fair practically retired from public life. He is survived by two daughters.



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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon applications.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, APRIL 15, 1912.

Official Paper of the Grain Dealers' National Association
and of the Illinois Grain Dealers' Association.

MANITOBA PROVINCIAL ELEVATORS.

After some years of agitation and complaint that the elevator operators would not give them a square deal, the Manitoba Grain Growers' Association a year ago prevailed on the provincial government to go into the elevator business for their benefit. The experiment, on one crop, the largest the province ever yielded, netted the government a loss of over \$60,000, mainly because the farmers would not patronize the houses, preferring to let their grain spoil at home rather than pay elevator storage charges, and to use the free platforms rather than load their grain through the elevators. No wonder Premier Roblin, in bitterness of soul, contemplating such a balance sheet, denounced the Manitoba Grain Growers' Association as a parcel of demagogues whose "voice he had taken for the voice of the people," and warned the Dominion government against them and their present scheme to take over the terminals at Ft. William; for, he added, "when the government has done so, they will seek to divert grain from those same terminals to Duluth."

But sore as Premier Roblin is, he is hardly to be commiserated. As a statesman he ought to have known, what other men, not politicians, knew well enough, that he was pandering to a parcel of demagogues, the best service to whom would have been to have "coppered" their demands and saved their province and themselves from their own harem-scarem scheme. As a statesman analyzing the probable effects of the law he forced through his parliament, he should have anticipated its financial failure and loss to the government, as well as damage to the farmers themselves by depriving them

of the far-reaching benefits of the competition and service of private initiative in elevator building and operation on a scale to meet the growing demands of the widening grain fields of the province, a movement to which government operation at once put a stop.

Having thus learned wisdom, the Premier now proposes to quit and turn the government houses over to the Grain Growers' Grain Company, a co-operative commission concern at Winnipeg, and let them work it out for themselves and see what a set of men afflicted with gab, but who have thus far done little for themselves except "knock," can do when they are compelled to act for themselves.

CONGRESS AND SPECULATION.

The discouraging fact of our American democracy is not the demagogue, for all legislatures is not the demagogue, for all Alcibiades to—name him yourself; but it is the disposition of the Congress never to settle any question and let it stay settled, even one that involves the simplest of the elementary principles of business economics. There can be no business principle that has a firmer foundation in truth than the utility, in trade and commerce and in the forwarding of human betterment, of speculation, the sporadic forms of which are as old as business itself almost. Every economic writer of authority, from Adam Smith to Prof. Taussig has dwelt upon its function in trade as consisting, to use the words of Prof. Seligman, "in the assumption of risks and results in the equalization of prices," those writers using as illustrations of the importance of this function the identical transactions that daily take place on the grain and cotton exchanges, through which, as Prof. Seligman again says, "we have the paradoxical result that the business man [the grain dealer, miller and cotton manufacturer] often resorts to speculation in order to free his business from speculative influences," although such action necessarily limits his profits under all circumstances to the legitimate profits of his forwarding or milling or manufacturing business; and in this it protects the consumer also.

Now, although the theory and the practice of doing business on the grain, cotton and stock exchanges, however Janus-like the aspect of such transactions, or speculation, may be, ought to be so familiar to every man fit to be a member of Congress that any proposition to interfere with such speculation should not be listened to for a moment, we are, nevertheless, and for several years have been, treated at each recurring session with the same spectacle as witnessed at Washington last week, of a Burleson and others, members of the committee on agriculture, raking over the same old dust heap, and seriously disputing, year after year in the same old way, and to the same effect, the very a, b, c of trade and demonstrating to the world that themselves, sent to Congress to make the business laws of a great people, are as ignorant of business needs of producers and consumers and the means of easing their burdens, as boys in knickerbockers,—true Bourbons who forget everything and remember nothing and who will not accept the lesson of Congress's own act, when once be-

fore it not only discussed a bill to hamper speculation but actually made a law prohibiting the buying and selling of gold, ignorantly ascribing the discount on greenbacks to speculation on the gold exchanges, only to see gold jump immediately after the bill became law, from 195 to 285, with most violent fluctuations from day to day for fifteen days, when Congress in hot haste repealed the law, an act that was immediately followed by just as sudden a recession of the price of gold.

This, in part, is the disheartening thing of our democracy, that so many men of the lower house seem to shut their eyes and ears to economic truth—to glory in the ignorance that "gives a sort of eternity to prejudice and perpetuity to error," and to refuse to see, even when the way it does so is daily, hourly, demonstrated, that speculation subserves in these times an "indispensable function" and that because the expert dealer on 'change secures in the long run his profits only by reducing the risks of trade and steadying prices, he is therefore rendering a service that is a substantial benefit alike to the farmer, the manufacturer and the ultimate consumer.

FARM PRODUCTS IMPORTED.

The Department of Agriculture calls attention in B. S. Bulletin 90 to the fact that the United States in 1909-10 imported \$688,000,000 worth of farm and forest products, against an exportation of \$891,000,000 worth. These imports constituted 44.2% of the total imports and the exports 55.1% of the total exports of the country, the latter being a decline from 80.4% of all the exports, the high-water mark of 1851-55, during which period also the imports of farm products were only 28.3% of the total imports of that period.

Some commentators on the imports of 1909-10 have been disposed to express some alarm at the magnitude of these imports of "farm products" as interfering with the processes of our own farms; but an examination of the imports themselves will readily dissipate any such apprehension, as for the most part the imports are non-competitive, and their importation has added to the comfort of living in this country on raw materials for its manufacture, and not with production. For example, the dozen items of imported vegetable matter whose volume exceeded \$10,000,000 were as follows. Cocoa and chocolate, coffee (\$70,000,000), vegetable fibres, fruits (largely tropical), liquors, nuts, vegetable oils (largely olive), rice (also meal flour and broken), seeds, sugar and molasses (\$107,800,000), tea and tobacco. The total of grain and vegetable (including beans) was but \$15,800,000, considerable of which was reshipped by American handlers.

Of animal products imported the total was \$271,022,926, seemingly a very large sum; but of this \$67,130,000 was silk (raw and manufactured) and \$51,221,000 wool (raw and manufactured) mostly raw materials for manufacture, like \$12,565,000 worth of raw cotton from Egypt and Peru, or the \$126,000,000 of "packing house products," nearly all of which was raw materials such as hides and skins, furs, guts, hair, with some sausages, "made in Germany."

Our imports of "farm products" are therefore not so ominous as they might appear. They are simply complementary to our own products, not replacements, and their vast increase, relative and absolute, since 1851-55, is simply an index of our growth as a people and of the growing complexity and vast scope of our manufacturing industry in the past half century.

COMMERCE COMMISSION.

It has come to be the fashion, since the Commerce Court has been overturning the decisions of the Commerce Commission, to belittle the legal learning and attainments of the Commission. Yet the Traffic World, in a recent issue, in a careful review of the cases appealed during a period of eight years from the Commission to the courts, shows that in all but two cases out of 29 of those decided, the Commission was sustained by the courts. In order to gain time, perhaps, the railroad men appealed case after case only to have them won by the shippers (the Commission); while of 26 cases in the Commerce Court up to Jan. 1, 1912, only 12 had come to a final conclusion there and of these seven had been appealed to the Supreme Court. From which the Traffic World concludes:

It is thoroughly demonstrated by what has happened this year that the time is not far off when the Supreme Court will have disposed of enough cases to set the judges of the Commerce Court straight as to the interpretation of the law, particularly as to points involved as to questions of facts. From an examination of the Federal Reporter no cases of importance involving the interstate commerce law had been before any of the four justices transferred to this court.

In other words, if the Commerce Court escapes abolition by Congress, it will have to take a stiff course of instruction by the Supreme Court before it can be relied upon to know enough transportation law to win the confidence of the public for its decisions.

WHAT WAS NEEDED.

The Commercial West, in speaking some weeks ago on the anti-futures bills in Congress and the character of the defense the grain exchanges must make against them, in the course of an otherwise excellent argument, said: "It would be folly to either deny or uphold speculation." On the contrary, that is the very thing that must be done. Why try to "beat the devil about the bush"? It is not the cash business on 'change alone that makes the "market," or even the cash price itself; it is the "speculation" that does it. The milling newspapers of Minneapolis have always hammered grain "speculation" simply because certain millers up there have for obvious reasons objected to "speculation"; and this position of the press has always been real "aid and comfort" to those who have made this fight on the exchanges year after year—they above all other men have been the men who have been making the most mischievous part of what Prof. Sumner long ago called "the piles of rubbish one has to read about corners and selling futures." What the trade and the public needed and always have needed, at this crisis and at all similar crises, was a brave and uncompromising stand (and the trade representatives at Washington made

just such a stand) for the truth and no "hedging" that stands for half the truth or anything less than the whole truth, that speculation in grain is absolutely essential to the safe conduct of a legitimate and successful grain or milling business. Prof. Sumner has said in this very connection that, "The criminal law needs to be improved to meet new forms of crime, but to denounce financial devices that are useful and legitimate because use of them is made for fraud, is ridiculous and unworthy of the age in which we live." The grain exchanges are working to eliminate as fast as they show their heads, all shady devices of traders, that tend toward fraud or sharp practice in connection with speculation in grain on their floors; and to say now that their function should be suppressed or curtailed by law because they have not yet been able to overcome in all forms the greed and selfishness of man that are perpetual, is to talk nothing but cant—damnable putrefactive cant, as Carlyle says—unworthy the pretensions to honesty and wisdom that we daily pride ourselves upon as the basic characteristics of business in our times.

WHO WILL TAKE IT?

Mr. E. G. Dunn, who is seeking the Democratic nomination as a candidate for governor of Iowa, told the farmer grain dealers at Champaign some days ago that—

before ten years the terminal situation at Chicago will be cleaned up or the Iowa and Illinois shippers will put grain through without the aid of Chicago.

Mr. Dunn is clever in his way. Like most men who want something from the farmers as a class, he is careful not to go deeply into particulars in discussing "abuses"; and the concealed details of the grain business would not be of the sort to fit his theory, that the farmers can market their grain without extraneous aid or assistance. The problem how they can at any time get along without Chicago, or "put grain through" [to where?] without the aid of "Chicago" [which we understand to be his generic term for all "middlemen" and forwarders], he did not enter upon. Yet that is the key of the entire problem. Look at the mountains of "visible" at this moment. Who does Mr. Dunn think would carry this burden of grain still seeking a consumer if "Chicago" should elect to let go of it and retire from the grain business? When St. Louis should say to Chicago, "Me too," where would Iowa farmers' grain go to—who would take it? Only the other day the New York Journal of Commerce, commenting on the agreeable surprise of "nine boat loads, or 72,000 bushels, of No. 2 red wheat" taken there to go to Antwerp, a "part of a lot that had been in store in Buffalo all winter," said:

It is a fact well known to all who have been following the wheat market closely that stocks at terminal points have been piling up at an enormous rate and the visible supply has been abnormally heavy all season. Everything available in the way of storage room has been utilized to take care of the huge supplies of wheat. Lake boats, before being laid up for the winter, have had their holds filled, so that they have been sure of cargoes upon the opening of navigation. In and about New York grain elevators that have long been either wholly or partially in disuse have been brought into full requisition. In the meantime the domestic con-

suming demand has been below the average, while the foreign demand has been lacking. Storage charges have been piling up, and it has, therefore, been a poor season for the professional speculator.

In this connection it was learned on good authority that a considerable quantity of wheat has been shipped to Liverpool "on consignment." In other words, owing to the pressure of wheat supplies it is becoming necessary to find some way of disposing of it either at home or abroad.

Is there nothing in this situation that would appeal to so distinguished a publicist as Mr. Dunn, that self-appointed professional mentor of the farmer, as inconsistent with his theory of the independence of the grain producer in this matter of marketing his grain? If "Chicago" (the men on 'change everywhere and the banks of those same exchange markets) could not or would not carry this enormous visible and the almost equally enormous volume of grain known to be in store that does not appear in the counted "visible," who would carry it? How could the grain be moved from the farms at all?

If Mr. Dunn (or any of the men like him, in Congress and out of it) cares to escape the criticism of deliberately descending to petty demagoguery and the *ad captandum* route to get votes, he ought to tell his people how to solve that problem before he libels "Chicago."

THE POMERENE BILL.

This paper is willing, in the interest of truth and the public interest, to confess that in recommending, a month ago, the passage of the Clapp bill of lading bill in preference to the Pomerene bill, now before Congress, it apparently gave its readers a faulty direction. The Clapp bill is, indeed, shorter and has many admirable and strong features; but the Pomerene bill, we find on consultation later with some of the experts of the Nat. Ind. Traffic League, has the peculiar virtue of having already been enacted as law in a number of the states; and while it may in Congress need a few minor amendments, the former fact makes it a more desirable measure than the other. Inasmuch as, to make any bill of lading act universally effective it must be adopted by substantially all the states for intrastate use, the enactment of the Pomerene bill by Congress will, therefore, go farther, cover more ground, and be far more serviceable on that account, than action on any other bill now before Congress.

THE FARMER'S INTEREST.

The function of the grain exchanges and their system of contracting grain for future delivery have the effect of making grain a liquid asset, instantly convertible into cash, just as a good stock or bond is so convertible on the stock exchanges. Abolish the exchanges, or curtail their powers, and grain will pass into the condition of other immobile property, like, say, real estate—a property good enough to own but of a kind that is convertible into cash only when a buyer can be found who may have immediate need of it or who will assume the cost of carrying and the risk of price fluctuations. Farmers have become so used to considering grain and cotton cash commodities at all times that they have forgotten the agencies that have made and keep them so.

EDITORIAL MENTION

Idaho is "different" in many ways, no doubt; but when the laws are so drawn that the Attorney-General of the state is able to give it as his opinion that elevator owners and operators can, if they so desire, "fix prices arbitrarily that they will pay for grain," one instinctively waits to hear the explosion.

If any one can give a reason why a "terminal elevator" should be paid an allowance for unloading grain, as compensation for services performed to the carrier, as one why a country elevator should not be paid a similar allowance for loading the same grain, please let's have it, if only as an interesting exercise in polemics.

The editor acknowledges receipt of the Minneapolis Daily Market Record's "Statistical Annual for 1911," giving all statistics of the Minneapolis market particularly and also those of the world's markets generally. The price is \$1, and it may be said for this "Annual" that it becomes more comprehensive with each succeeding edition.

Col. Waterson's Courier-Journal says Dr. Wiley wanted the "grain men to tell the truth about their products"; but the Colonel is mistaken. What Dr. Wiley wanted was to let the farmer dump his stuff on the grain dealer and then to hold only the grain dealer responsible for the loss he has been doing his darndest to prevent.

If Rip Van Winkle had gone to sleep in Decatur in June, 1898, after hearing S. H. Greeley's castigation of some of the then elevator men of Chicago and he had awakened in Champaign in March, 1912, to hear Mr. Greeley talking to the farmer grain dealers there assembled, no power on earth could have convinced him he was not hearing the same speech or that time had fled beyond the hour.

Prof. P. G. Holden of the State College of Iowa has resigned to become a candidate for governor—a great man without a machine, who has rendered incalculable service to the farmers of Iowa. Yet many of them today, under the leadership of E. G. Dunn, are fighting him simply because he has gone about Iowa talking seed corn to farmers and their sons on railroads and in company with railroad men!

One certainly must congratulate the Crop Improvement Committee and those other forces making for better crops, that have been at work during the past winter on the good seed propaganda. Never, we believe it can be said, was seed corn, at least, in so desperate a plight; and but for this splendid work, by grain men, bankers and others, both by personal work and by their counsel and money aid, the country generally would not have known it, and the crop of 1912 would have been "damned at the planting." As it is, if there is a farmer in the corn belt who has not had "Test your seed!" dinned into him until he has been forced in self-defense to test it and so learn the truth, he can get, if he can be found, a job in any freak col-

lection as the curio par excellence of his time. Surely all this most brilliant and faithful work will not be without its reward visible in the crop to be harvested next fall.

Sometimes it happens the other way, but it is rarely spoken of outside the office. However, the Plainfield (Ill.) Grain Co., in its glee, could not conceal the fact that a wretched delay by the railroad in delivering corn into Chicago (grain out fourteen days for about a fifty-mile haul) forced a net profit on the consignment of \$1,500 more than would have been realized had the grain been delivered promptly. This will "help some" to balance the P. & L. account charges of "losses in transit."

Frank I. King says truly that this is the "headline age." It is. And more misinformation is conveyed by one headline writer in an evening's work than a thousand editorial writers can ever correct. So we find that between the headline writer and the yellow sheet market reporter it is probable that the raid of congressmen and congressional committees on the grain and cotton exchanges will go on as long as the craze for sensation and newspaper deception shall last.

Apparently there is a fake scale inspector abroad in Illinois; for Sec'y Strong of the Illinois Association asks publication of notice to Illinois dealers that,

Clay Johnson, who resides in Decatur, is the Official Scale Inspector for the Illinois Grain Dealers' Association, and any other person so representing himself is an impostor. Any members will greatly oblige the officers of the organization if they will give immediate information of any person, other than Mr. Johnson, who may call upon them, representing himself as official scale inspector of the association.

In Dayton, O., there is complaint that the feed dealers rush the city market and buy up all hay as fast as it is brought in by farmers and then advance the price to local consumers. The latter point to the provision of the local ordinance governing the city's hay and grain market that makes it unlawful for any one to buy these products for the purpose of resale, under penalty of a fine not exceeding \$25; and the city weighmaster has been instructed to maintain a sharp watch for violators of the ordinance and to prosecute all offenders who come under his notice. Query: Can he make such a prosecution stick?

The farmers' elevator movement is not now, let it be remembered, a desultory one, depending wholly on the activity of the itinerant organizers of commission merchants seeking to make business and those of the co-operative newspapers; but in Illinois, at least, the state organization is now putting paid workers into the field. This paper has always believed that outside of the Northwest this movement has been adventitious and to a large extent it is still artificial; but it is certainly due, in no small degree, to the attitude of many dealers themselves, who have, indeed, treated the farmer as fairly as their methods of doing business would permit but who have not taken themselves the trouble to do business in so much a better way that they could do more for the farmer and make it impossible for him to go

into the business on his own account and have his business conducted by any man whom he would be able to hire at the salary he would pay or in a plant he would probably be willing to pay for.

The Stutsman County (N. D.) Better Farming Congress is in charge of petitions in circulation in the county, requesting the county commissioners to levy a small county tax to support permanently a "farming expert" in the county. A tax is authorized in each county of the state for the purpose of "encouraging immigration"; and the congress believes "there can be no more effective way of drawing immigrants than that of building up the system of farming and being able to show great crops raised on the soil of that particular county." Undoubtedly the probably numerous list of non-resident land owners would enjoy help paying for this work.

President Miller of the Burlington has compiled an interesting exhibit showing that the old "granger roads" of the West have ceased to be "grangers," in so far as their traffic in agricultural products is in no case higher than 25.88 per cent (for the Rock Island) of the entire traffic, while that business is only 18.83 per cent of the business of the Burlington itself. Is that the reason some of these roads sometimes seem to justify themselves for the "bum" service they sometimes seem to designedly render? We hope not, for of course while the relative proportion of "granger" business has declined the volume has not, and at least has only changed form.

Among the objectors to the free sugar bill before the house is the Corn Products Company, now admitting themselves buyers of Argentine corn, whose president told Congress the other day that if sugar were admitted free to this country, "it is very likely that a factory for making glucose, etc., will be started in Buenos Aires" to ship its products to this country which now imports none. Without prejudice to this argument, might it not be asked, why is not such a factory already started to compete with the American products in European and English markets to which millions of pounds of American corn products are annually exported?

Senator Hoke Smith of Georgia has discovered that the farmers (of his state?) do not know or have not frequent access to the current prices for farm products; and so has introduced a bill in the Senate to create in the Bureau of Statistics a "Division of Markets," the purpose of which will be to collect and publish daily for the benefit of "farmers' organizations and societies of consumers"—

bulletins or telegraphic reports of such information and statistics as will enable them to adopt plans of marketing that may facilitate the handling of farm products at a minimum cost: provided that when such reports or statistics are requested to be furnished by telegraph or telephone, or methods other than the United States mail, the person or association making such request must deposit the fee for cost of transmission.

One would think that as a newspaper publisher, Senator Smith would print daily, as the live Northern papers do, this information as matters of news, and then encourage his people

to read his paper whose facilities for furnishing news of this sort ought to enable him to give it to his public at least a day ahead of any Government publication.

One of our Western exchanges of the agricultural press recently relieved its feelings in this way:

The congressman's free seed fake is almost as bad as ever this spring. It is curious how the average politician insists on perpetuating this old humbug. It is so stale that it stinks. Hardly a farmer in the country but who has protested against it. Congress spends millions in distributing useless old seeds and other truck that the people don't want.

True, and "pity 'tis 'tis true"; but, bless your soul, good sir, it will go on next year just the same; for there are enough townsmen in every district who will say "thank you" for the seeds to more than offset all the farmers who hate the system but are too indifferent to make a personal protest against its continuance.

"Soya bean" talk is not all a "fad" by any means north of the Ohio River, where the failure of clover to "catch" is so frequently a disconcertion of a farmer's rotation plans. In such case, and perhaps as a premeditated alternative, we have the soya bean, "probably the richest nitrogenous crop that can be raised." It is not, be it remembered, entirely a Southern crop, by any means, having, as Orange Judd Farmer reports, been grown with success in 1911 on the state experiment field at Union Grove, Whiteside Co., Ill., in the latitude of Chicago, the yield there having been 25 bushels of beans per acre of the little yellow variety, worth \$2.50 per bushel, in spite of somewhat adverse weather conditions when the crop matured in September.

Sec'y T. P. Riddle of the Northwestern Ohio Association has a habit of enquiring into the way members have of approaching trade conundrums that ought to be useful to them by putting them on their own enquiry into the nice financial twists of their business. For instance, he found that in the opinion of 31 of the members the proper handling charges for No. 4 corn crop of 1911 (basis of a 3c margin for 3) ranged from 4 to 8 cents, the average being 5c; whereas margin on "cool and sweet" ran from 4 to 10c, with an average of 6.96c; and yet the majority of the same dealers answered a subsequent question in a way to indicate that the working margin on "cool and sweet" should really be 9c under f. o. b. track bids for No. 3; yet as a matter of fact only 6 out of 30 were actually working in that way.

In dwelling so much on good seed corn and the production of that cereal, have not our agricultural propagandists been overlooking the humble oat? It is by no means certain we have been sowing the best types for the Middle West, if we are to take note of the crops of recent years; for the fine promise of early spring has not always been realized at harvest, after a few weeks of high temperature and excess moisture at ripening time. Is it the type or is it the method that has given these indifferent results—light weight, rust and stain that make it necessary to clip and to send oats through the purifier to make them saleable to feeders? It is to be hoped that next season's

traveling teachers will dwell more on oats, even, if necessary, cutting a little off the time given to corn, which ought now to be well enough exploited in this way to give some of its time to oats without damage to itself.

The Churubusco Truth, published at Churubusco, Whiteley County, Ind., is not enthusiastic over the wave of co-operation now sweeping over some parts of northern Indiana. The editor has had some experience, it seems. Butler, he reminds his readers,

tried it a few years ago. They built a \$10,000 elevator, in which Truth editor held \$100 worth of stock. They bought the Farnsworth store at \$25,000; and again we reached in for another \$100 worth. Total investment, \$200; dividends none; by a lucky strike we unloaded and didn't lose over 50 per cent. That's luck.

And then, with fingers scorched by experience and still smarting, he adds the prediction, which Premier Roblin of Manitoba might appreciate just now—

When the stockholders pile up grain in their elevators and the prices go smash, as they often do, the members will get "cold feet" and the business will go back into the legitimate channel of trade.

"Live and let live," is a good motto; it helps each other as well as the community,—increases property values, both city and town, and benefits all alike.

It is to be hoped that in making up the standard grades of grain the Bureau of Plant Industry will bear in mind commercial conditions rather than give the supreme weight to the academic aspects of the case. In making up the Government's cotton standards, in which the Department has taken some pride as a laudable and well-advertised precedent, the Department made just that mistake; so that the New York Cotton Exchange has been compelled to refuse to recognize them, for the reason, as President Geo. W. Melville explained to the American Cotton Manufacturers' Association at Washington April 3, that—

The Government standards to be complete should be made from upland or Atlantic States cotton, which is the basis of all cotton traded in for future delivery on all cotton exchanges and is the quality quoted in all markets the world over where American cotton is bought or sold. We are willing to meet the criticism and have no fear of the judgment of cotton people in the position we have taken on this question. We have always stood for uniformity in classification, but just for uniformity's sake we are not going to adopt a standard that does not represent the quality of cotton traded in on any cotton exchange in the world.

It is too generally the habit of government officials to overlook the commercial side of matters of this nature. Government experts are often men of the schools who never were in business; and in their daily life, at least, are not required to adjust themselves to the exigencies of business; and so being independent of business conditions as far as income is concerned are less and less influenced by business conditions and requirements as their years of service lengthen, and so get out of touch with real business. It is understood that the Bureau will invite the trade to a conference on the proposed standards in September before they are promulgated; but the men who make the standards in the first place must take into account at all times while doing so what is practically right, commercially speaking, rather than what is ideally proper.

RAILROAD WEIGHING.

Chairman Prouty of the Commerce Commission during the week of March 25-30 presided at an inquiry into the methods of weighing carlot commodities by the railroads. The inquiry was instituted in response to complaints by many shippers of many kinds of carlots of discrimination, irregularities and inaccuracies. The testimony was of minor interest only to grain shippers who fortunately do not have their shipments weighed on track scales, as a rule. The evidence, however, was all to the point made repeatedly in these columns that track-scale weighing is, for a variety of reasons, wholly unreliable except as an approximation. This might be satisfactory for ascertaining the weight of coarse and cheap commodities, like coal, lumber, stone, sand, etc.; but as the first witness, and a most important one, F. E. Church, manager for Fairbanks, Morse & Co., scale manufacturers, declared, it is impossible to weigh freight cars correctly when they are moving and when coupled to other cars; and the complainants assert that the railroads are in the habit of weighing cars while in motion and when connected with trains of cars.

Yet even the weighing of coal by track scale was complained of, C. L. Moore, a retail dealer of Kankakee, Ill., and president of the Commercial Club of that city, stating that in the weighing of fifty-three cars of coal shipped to him forty-three cars showed an average shortage of 2,500 pounds per car in the weights as taken at the mines and on the scales at Kankakee.

There is, however, more or less weighing of grain on track scales in Chicago and elsewhere in the yards of the "team tracks." Here the complaint of inaccuracies is almost universal. Taking a Chicago witness, John Badenoch, Mr. Prouty was told that team track weighing is so bad that no shipper would accept them as a basis of final settlement for his grain. Mr. Badenoch did not attribute the inaccuracies so much to the scales in use as to "the returns." He had no faith in the service of the Western Railway Association and Inspection Bureau's weights, nor in that of the City Sealer's Department of the Chicago city government. He thought the service could be improved even when using track scales. In comparison Mr. Foss of the Board of Trade department said: "We must be infinitely more accurate than the carriers. Weighing grain on the Board of Trade is like weighing gold. There can hardly be a comparison made between grain as handled by the Board and other commodities generally handled by the railroads."

NOTICE TO INDIANA SHIPPERS.

The Indiana railroad companies are all filing tariffs and supplements with the Railroad Commission of Indiana, cancelling their obligation to pay shippers for grain doors furnished by them, even when the railroad companies have neglected or failed to supply them. Sec'y Riley has filed a protest with the Railroad Commission against these tariffs and supplements going into effect, and a hearing on the subject is fixed for May 16 at the rooms of the Commission in Indianapolis at 10 o'clock a. m. Indiana dealers are asked to be in attendance and give evidence, or else to write Mr. Riley fully on the subject, that he may put the letter in evidence. This matter is important, as it would be serious if the railroad companies were permitted to put these tariffs into effect, whereby a shipper will have to await the convenience or pleasure of the carriers in furnishing doors. Most shippers now receive ample supply of doors; but that practice might be interfered with, if the companies get these tariffs in and have shippers furnish the doors and the latter able to make no charge therefor.

REASONS FOR ALLOWANCE.

The Chicago Board of Trade transportation department gives notice that the Chicago eastbound lines have amended their tariffs effective May 1, to provide an additional reason for which the transfer allowance of $\frac{1}{4}$ cent per bushel on grain is allowable, namely, "grain handled under transit rules." With this addition, the tariffs of the carriers provide the following nine reasons for which the allowance is authorized: (a) Bad order cars; (b) to secure heavier loading; (c) to release cars which owners will not allow to run through; (d) when condition of grain calls for transfer to protect railroads from loss; (e) to secure the weight of grain not previously officially or regularly weighed; (f) when required by state laws of inspection; (g) when transfer at junctions is required by board of trade rules; (h) to obtain weights for billing purposes; (i) grain handled under transit rules. The tariffs provide that claimants' bills must specifically state thereon one or more of the nine reasons for which the allowance is made.

The Turner-Hudnut Co. is building a barge for Hennepin canal service in Illinois, with 14,000 bushels capacity.

TRADE NOTES

The Central Construction Co. has succeeded to the Western Construction Co. of Wichita, Kan.

We are informed that the Gillespie Elevator Construction Co., formerly of Brandon, Manitoba, Can., has gone out of business.

The contract for building 18 reinforced concrete chimneys was recently awarded the Macdonald Engineering Company, grain elevator builders of Chicago. This is one of the largest collections of concrete chimneys that has ever been built under a single contract in this country.

The John S. Metcalf Co., Limited, Montreal and Chicago, have been awarded a contract by the Grand Trunk Railway for rest piers for a new swing bridge at Back Cove, Portland, Me. Double walled caissons, open type, will be used, the piers being of concrete. Estimated cost approximately \$40,000.00.

The National Automatic Scale Co., of Bloomington, Ill., is equipped to make prompt delivery on automatic scales ordered during the spring months. Their factory at Bloomington is large and equipped with all the facilities and machines for an up-to-date shop. Their new catalog will be mailed on request.

Every new elevator built this spring should be equipped with the Automatic Dump Controller manufactured by L. J. McMillin of 618 Board of Trade Building, Indianapolis, Ind. It consists of a simple device for controlling the drop of wagon dumps and an installation in an elevator has uniformly been followed by a duplicate order.

The Lauson "Frost King" gas engine which has made an enviable reputation throughout the Central States and West is now handled in Pennsylvania and other Southeastern States by Mallalieu & Conrey, of Philadelphia, Pa., one of the largest implement and machinery jobbing firms in the East. The engines are manufactured by the John Lauson Manufacturing Company of New Holstein, Wis.

The "Webster Method" for March, published by the Webster Mfg. Co., of Tiffin, Ohio, contains as a special feature a write-up of what is termed Buffalo's finest and fastest elevator, owned by the Wheeler Elevator Co. of which A. J. Wheeler is president and G. E. Pierce, general manager. The article is illustrated by some fourteen handsome half-tones showing the Webster method of arrangement and Webster machines. As a complete description of a large modern elevator it has seldom been equaled. All grain dealers will be placed on the mailing list for the "Webster Method" on request to the home or any branch office.

That grain men and millers are awakening to the good seed proposition as a money maker for the farmer, grain dealer and miller is shown in a recent circular sent out by Edwin Kilbourn of the Spring Valley Roller Mills, Spring Valley, Minn. The circular states that he has installed a line of improved grain separating and cleaning machinery purchased from the S. Howes Co., of Silver Creek, N. Y., and is prepared to clean and grade seed wheat for farmers at a reasonable cost. Grain dealers everywhere should instruct the farmers in their territory in the advantages of having good seed for planting as it means more and better grain at an increased price at the end of the crop.

On March 25 the Millers' National Insurance Company vacated its old offices in the Home Insurance Building at 137 South La Salle street, which had been occupied continuously for twenty-seven years, and took up quarters on the thirteenth floor of the fine new Insurance Exchange Building at 175 West Jackson boulevard, two blocks from the old location. The Millers' National moved into the Home Insurance Building in 1885, before the building was entirely completed. At that time the company had about five million dollars at risk; today it has over sixty-six million. When it first moved into the building its office space was only about one-fourth its present size, which is today too small, hence the removal to the new quarters. The company is growing steadily all the time, and its new space in the Insurance Exchange Building is double that of the offices just vacated. The host of friends of the Mill-

ers' National bespeak for the company a continued increase in its business, just as it has increased in the past.

IDAHO LAWS LIBERAL.

Among the various sections of the law for the direction of the Idaho State Grain Commission are the following:

Section 1497, among other things, provides: "The said commission shall exercise general supervision over the hay and grain interests of the state and of the handling, inspection, weighing and storage of hay and grain, and of the management of public warehouses; shall investigate all complaints of fraud or injustice in the hay and grain trade; and may fix the charges of public warehousemen."

"Section 1482c. All elevators and warehouses in which hay, grain, wool or other products are received, stored, shipped or handled, situated on the right of way of any railroad company or adjacent thereto, to be used in connection with this line of railway at any station or siding, shall be public warehouses, and shall be under the supervision and subject to the inspection of the commission." The same section also contains the following: "Provided that private warehouses and elevators, used solely and absolutely for private storage purpose by the owner or owners thereof, are not included in this act."

In recently construing the statute the Attorney-General of Idaho, Hon. D. C. Dougall, said:

The first portion of the section above quoted defines what are public elevators or warehouses; and you will observe that any warehouses situated on the right of way of any railroad or adjacent thereto are public warehouses, as defined by statute. . . . The proviso contained in that section does not define what a private warehouse is, but simply says that a private warehouse or elevator used solely for private storage was not included in this act.

Such private storages, Gen. McDougall contends, are not subject to license, but the others are. All buyers of grain at elevators, as a business, are required to pay a license of \$5 annually for each storehouse.

But the interesting point of the Attorney-General's construction of the law is in the final paragraph of the opinion, as follows, which is quite different from the usual attitude of the laws of other states:

The business of raising grain has become one of the chief industries of this state, and in many sections farmers rely upon it most exclusively, depending upon the market at the nearest railroad station for the disposal of their crops. The grain buyers at that point with their elevators and warehouses can, if they so desire, and do to a very large extent, fix the price arbitrarily which they will pay to the farmers for their grain. They have their own scales, make their own gradings; and, in fact, the farmers of that community are almost at their mercy. The courts have held that in conducting such a business they are not conducting a private business but a public business; that it is a proper exercise of the police powers of the state to require people thus dealing with the public to comply with the regulations of the statute concerning the same, and that they should be licensed and come within the jurisdiction and under the inspection of those whose duty it is to investigate all complaints of fraud or injustice in said market, so that they may exercise a general supervision over the grain interests of the state.

BUREAU OF MARKETS URGED.

The establishment of a Bureau of Markets in the Department of Agriculture, provided for in bills introduced by Representatives Wickliffe of Louisiana and Beall of Texas, was urged before the House Committee on Agriculture on April 8. The bills would provide for a director to be appointed by the President, and that the Bureau investigate the methods of marketing farm products, with a view to recommending the fairest and most direct method by which they may reach the ultimate consumer from the producer.

Representatives Wickliffe and Beall cited wide differences in the price of farm products to the producer and the consumer, and argued that these conditions do not prevail in many countries where the marketing of produce is carefully looked after through Government agencies. The committee will summon the Secretary of Agriculture and other officials of the Department to discuss the advisability and practicability of such a bureau.

The Union of South Africa did a foreign trade in 1911 of \$464,000,000, of which \$185,000,000 was imports and \$279,000,000 was exports. Among the imports were beans and peas, \$153,251; malt, \$443,476; wheat flour or meal, \$2,903,817; wheat, \$2,671,940. Of all these only \$199,278 of flour was from the U. S.

CROP REPORTS

Indiana wheat reports are generally bad.

Soil condition in Texas, April 1, was better than for seven years.

The oats crop of southern Indiana will be light; dealers in seed oats report small sales.

Floods along the Ohio River have resulted in damage to wheat growing in the lowlands.

Rye condition in Michigan for April is 89, against 90 a year ago. The condition of meadows is 87 against 86 a year ago.

Maryland, on March 15, reported a ruined wheat crop; on April 4 the crop was considered to be in good condition owing to warm days and slight rains.

The oat crop of Georgia will be larger than ever before. Cotton acreage has been reduced about 25 per cent and sowed to oats and corn. Small grains are in good condition.

Recent warm rains in the Sacramento Valley, California, have made all cereal crop prospects good. Acreage is larger this year despite the large amount of land planted to trees.

E. W. Wagner's crop gossip says the three bad states, Illinois, Indiana and Ohio, have a promise of 80,000,000 bushels this year, compared with 114,000,000 bushels last year.

Secretary Martin, of Pennsylvania, says that the wheat crop in Pennsylvania will be short this year. In central and western Pennsylvania the crop will be 70 per cent of an average.

A great deal of early seeded Texas corn will have to be replanted, as it rotted in the ground during the rains. Increase in the oats acreage has been enormous, and conditions are good for both oats and wheat.

Oklahoma wheat condition is given as 74.6 per cent for April. March was 75, and last April was 55 when crop was only 9,000,000. Oat condition is 78.6. Soil condition is 97.8. Pastures are backward.

Kansas millers and dealers predict more than 100,000,000 bushels of wheat this year, and, if conditions continue favorable, nearly 200,000,000 bushels for Kansas, Oklahoma and Nebraska. This would be 60,000,000 more than last year.

The first seeding of the 1912 season in North Dakota started March 29 near Lisbon, in Ransom County, in the heart of the grain growing district; soil is in good condition. Seeding is now general in the Northwest for wheat and oats.

The International Institute of Agriculture, Rome, Italy, reports that in countries having 40 per cent (94,000,000 acres) of the total winter wheat area last year, the area this year is 102.2 per cent of last year. Winter cereal crops are in good condition.

Snow makes the condition of winter wheat, April 1, 81.2 against 83.3 a year ago. In only two years during the past ten has the condition been as low. He states that up to the time of the report there had been no growing weather except in Texas and parts of Oklahoma.

The condition of wheat in Michigan, April 1, is given as 84 for an average; one year ago the condition was 87; the five-year average for April 1 is 84, and the five-year average yield is 17 bushels. Estimated reserve is 1,428,000 after deducting 2,000,000 bushels for seed and home consumption.

The International Institute of Agriculture, Rome, Italy, reports that the estimated production of corn in Argentine this season, of 1911-1912, is 295,854,000 bushels. The area of winter wheat harvested in British India is 29,444,000 acres. A preliminary statement of the production of rice in British India is 58,463,104,000 pounds.

The Missouri report for April says that no plowing has been done from corn. Only 18 per cent of last year's crop is in the farmers' hands against 36 per cent a year ago. About 90 per cent of the farmers report a scarcity of good seed corn. Oat seeding is very late, and estimates point to about 72 per cent of last year's average.

The April report for Ohio makes the wheat condition only 61, as against 63 last month, 84 a year ago and at harvest. Much of the wheat will be plowed up and put to corn and oats. Late seeding, wet weather, and heavy freezing has caused the damage. The amount of last year's crop still in the farmers' hands is given as 16% against 19% a year ago, or 4,900,000 bushels, against 6,000,000 bushels a year ago.

S. W. Strong, of the Illinois Grain Dealers' Association, reports from 462 estimates in the corn and oats section of the state that 421 estimate that 13 per cent of last year's crop of oats remain; and about the same number estimate that 24 per cent of the corn remains. About 75 to 80 per cent of oats seeding is completed, with soil and moisture conditions excellent. About 450 estimate that 6.4 per cent of the wheat remains at their station; 358 estimate the wheat acreage as 91 per cent compared with last year; 164 estimate the present wheat con-

dition as 77.5 per cent, but 298 report that it is too early to give accurate statement, or are indefinite in statements.

Along the line of the Southern Pacific in Louisiana the increase in corn has been about 25 per cent. Sugar and rice planters are growing more corn and oats to feed their stock and draft animals.

THE CROP REPORT.

The Crop Report for April estimates that the average condition of winter wheat on April 1 was 80.6 per cent of a normal, against 83.3 on April 1, 1911, 80.8 on April 1, 1910, and 86.1 the average condition for the past ten years on April 1. There was a decline in condition from December 1, 1911, to April, 1912, of 6.0 points, as compared with an average decline in the past ten years of 3.3 points between these dates. The average condition of rye on April 1 was 87.9 per cent of a normal, against 89.3 on April 1, 1911, 92.2 on April 1, 1910, and 89.8 the average condition for the past ten years on April 1.

Comparisons by sections follow for wheat and rye:

Division.	Winter Wheat— Condition April 1.		Rye— Condition April 1.	
	1912.	1911.	1912.	1911.
North Atlantic.....	86.0	86.7	83.3	87.1
South Atlantic.....	88.1	85.5	87.0	88.7
North Central East.....	84.5	84.6	84.7	86.1
North Central West.....	85.4	81.0	85.8	91.4
South Central.....	80.4	76.4	82.9	78.5
Far Western.....	93.7	94.1	91.3	94.4
United States.....	80.6	83.3	86.1	87.9

EXPORTS AND IMPORTS.

The following is a statement of the exports and imports of various cereals, seeds, etc., for the month of February, 1912, and for the eight months ending with February, 1912, as reported by the Bureau of Statistics, Department of Commerce and Labor (quantities only unless otherwise stated):

ARTICLES.	FEB. 1912		EIGHT MONTHS, ENDING FEB.	
	1911	1912	1911	1912
Exports—				
Barley, bu.....	209,750	2,222	8,439,291	1,478,295
Buckwheat, bu.....			193	10
Corn, bu.....	11,033,472	7,022,277	39,968,932	31,468,011
Corn Meal, bbls.....	46,369	34,402	284,827	305,679
Oats, bu.....	93,237	140,314	1,013,080	1,170,691
Oatmeal, lbs.....	8,252,407	584,732	18,156,725	7,182,472
Rice, lbs.....	1,200,722	396,224	5,153,716	25,178,786
Rye, bu.....	660	407	4,828	4,343
Wheat, bu.....	1,348,551	1,243,522	18,544,279	26,619,314
Wheat Flour, bbls.....	839,895	841,637	6,688,644	7,724,419
Bran, Millfeed, etc., tons.....	8,028	14,744	36,019	90,776
Dried Grains, etc. tons.....	4,900	5,583	45,908	46,675
Rice bran and polish, lbs.....	754,237	1,308,726	12,902,729	10,460,094
Total Breadstuffs.....	\$12,148,706	\$11,075,992	\$34,732,534	\$93,348,337
Glucose and Grape Sugar, lbs.....	18,489,331	15,297,687	119,411,426	125,723,703
Hay, tons.....	4,470	5,768	37,614	39,139
Oil Cake and Oil-Cake Meal—				
Corn, lbs.....	6,303,829	5,481,423	52,288,558	43,452,148
Cotton Seed.....	96,938,450	139,900,657	592,972,891	970,759,646
Flaxseed or Linseed lbs.....	57,956,116	57,551,701	400,608,474	396,091,876
Vegetable Oils—				
Corn, lbs.....	2,859,091	2,052,768	13,402,883	15,504,872
Cotton Seed, lbs.....	25,708,812	39,090,105	127,770,529	279,144,564
Linseed, gals.....	13,552	38,362	103,858	152,889
Seeds, Grass—				
Clover Seed, lbs.....	409,520	151,932	3,980,733	1,535,887
Timothy Seed, lbs.....	1,681,904	291,741	7,516,394	3,732,868
All others, value.....	\$28,753	\$58,144	\$238,798	\$457,286
Cotton Seed, lbs.....	880,335	9,332,159	8,999,821	51,152,432
Flax Seed, bu.....	50	521	236	858
Other Seeds, value.....	\$50,713	\$57,495	\$394,760	\$531,651
Beans, etc., bu.....	20,645	19,942	215,526	267,232
Imports—				
Corn, bus, since July 1, 1911.....		370		12,047
Oats, bu.....	28,232	31,801	59,576	59,963
Wheat, bu.....	306,338	89,878	505,159	1,014,554
Wheat Flour, bbls.....	13,139	20,256	112,933	97,602
Rice, lbs., since July 1, 1911.....				
Uncleaned, including paddy, lbs.....	6,709,349	4,693,334	46,175,576	30,206,910
Cleaned, lbs.....		3,223,350		12,877,016
Rice, Flour, Meal, etc. lbs.....	6,905,956	6,039,914	87,720,914	72,711,573
Hay, tons, since July 1.....		52,910		438,324
Castor Beans, bu.....	30,295	104,319	410,804	656,458
Clover Seed, lbs.....	4,609,078	4,983,868	20,477,568	24,055,158
Other Grass Seeds, lbs.....		1,557,214		17,148,104
Flax Seed, bu.....	664,986	274,180	5,921,759	3,155,168
Beans, etc., bu.....	98,856	58,961	808,693	552,311

EXPORTS OF FOREIGN MERCHANDISE.

Oats, bus., since July 1, 1911.....	Uncleaned, including paddy, lbs.....	Cleaned, lbs.....	Rice Flour, Meal, etc. lbs.....	Hay, tons, since July 1.....	Castor Beans, bu.....	Clover Seed, lbs.....	Other Grass Seeds, lbs.....	Flax Seed, bu.....	Beans, etc., bu.....
4	296,749	642,540	14,136	52,910	104,319	4,983,868	1,557,214	274,180	58,961
11,100		3,415,413	14,136	438,324	410,804	20,477,568	1,557,214	274,180	58,961
		5,400,318	14,136	438,324	410,804	20,477,568	1,557,214	274,180	58,961
		7,350	14,136	438,324	410,804	20,477,568	1,557,214	274,180	58,961
		1,361	14,136	438,324	410,804	20,477,568	1,557,214	274,180	58,961
		20	14,136	438,324	410,804	20,477,568	1,557,214	274,180	58,961
		33	14,136	438,324	410,804	20,477,568	1,557,214	274,180	58,961
		21,919	14,136	438,324	410,804	20,477,568	1,557,214	274,180	58,961
		128	14,136	438,324	410,804	20,477,568	1,557,214	274,180	58,961
		\$35,792	14,136	438,324	410,804	20,477,568	1,557,214	274,180	58,961
		\$5,096	14,136	438,324	410,804	20,477,568	1,557,214	274,180	58,961
		842	14,136	438,324	410,804	20,477,568	1,557,214	274,180	58,961

Portland, Ore., wants a grain standardization laboratory.

RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of March, 1912:

BALTIMORE—Reported by Jos. B. Hessong, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	128,661	241,596	111,281	171,928
Corn, bushels.....	984,689	1,962,325	2,327,354	2,711,891
Oats, bushels.....	270,909	220,175	604	490
Barley, bushels.....	1,247			
Rye, bushels.....	52,167	34,411		
Timothy Seed, lbs.....	667			
Clover Seed, lbs.....	3,290	3,100		367
Hay, tons.....	7,249	6,753	1,642	1,142
Flour, barrels.....	141,836	241,216	58,719	61,910

BOSTON—Reported by James A. McKibben, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Flour, barrels.....	170,510	177,734	54,430	75,379
Wheat, bushels.....	789,502	456,891	632,170	525,941
Corn, bushels.....	359,803	718,095	265,282	1,091,162
Oats, bushels.....	436,015	343,500	2,400	200
Rye, bushels.....	1,000	2,970		
Barley, bushels.....	27,415		18,721	
Flaxseed, bushels.....				
Peas, bushels.....	5,882	25		
Millfeed, tons.....	778	824	73	
Corn Meal, cases.....	4,920	2,260	1,250	1,240
Oat Meal, barrels.....	10,963	14,322	18,000	13,528
Oat Meal, sacks.....	29,765	15,305	17,578	12,175
Hay, tons.....	12,880	19,990	2,236	6,946

CHICAGO—Reported by George F. Stone, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	1,421,300	604,400	1,143,000	517,700
Corn, bushels.....	10,112,950	9,872,350	5,263,150	5,254,950
Oats, bushels.....	7,442,400	5,709,800	6,964,200	6,857,200
Barley, bushels.....	1,114,500	1,981,100	332,600	696,400
Rye, bushels.....	144,000	129,500	68,500	39,000
Timothy Seed, lbs.....	568,000	1,205,200	1,355,500	2,751,000
Clover Seed, lbs.....	257,100	750,800	419,600	503,500
Other Grass Seeds, lbs.....	1,142,700	1,057,700	6,488,000	2,746,200
Flax Seed, bushels.....	199,200	47,000	76,900	6,000
Broom Corn, lbs.....	531,300	1,678,300	768,300	814,100
Hay, tons.....	36,314	25,654	10,104	2,265
Flour, barrels.....	612,743	458,971	444,576	302,604

CINCINNATI—Reported by W. C. Culkins, Superintendent of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	175,046		236,062	
Corn, bushels.....	735,100		533,645	
Oats, bushels.....	493,024		291,710	
Barley, bushels.....	64,484		1,118	
Rye, bushels.....	54,903		36,103	
Timothy Seed, 100 lb. bgs.....	1,293		2,088	
Clover Seed.....	8,595		8,130	
Other Grass Seed, lbs.....	15,151		10,463	
Flax Seed, bushels.....	181		38	
Broom Corn, lbs.....	26,600		6,800	
Hay, tons.....	12,351		9,575	
Flour, bbls.....	140,496		7,592	

DETROIT—Reported by F. W. Waring, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	70,384	156,157	51,068	10,687
Corn, bushels.....	257,537	370,888	245,123	330,337
Oats, bushels.....	188,206	244,585	45,174	47,458
Barley, bushels.....	32,309	20,663		
Rye, bushels.....	5,377	19,907	5,300	11,040
Flour, barrels.....	22,562	20,214	21,607	15,370

DULUTH—Reported by Chas. F. MacDonald, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	6,758,281	371,717	1,846,362	137,748
Corn, bushels.....		98,371	738	
Oats, bushels.....	2,569,262	8,441	588,678	45,660
Barley, bushels.....	134,924	159,641	39,412	1,241
Rye, bushels.....	11,360	1,755	30	16,323
Flax Seed, bushels.....	275,544	36,778	237,605	25,913
Flour, bbls.....	52,000	6,500	30,410	42,485
Flour Production.....	76,095	44,735		

KANSAS CITY, MO.—Reported by E. D. Bigelow, Secretary of Board of Trade.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	357,600	964,800	1,334,400	1,290,000
Corn, bushels.....	1,411,250	1,371,600	1,577,500	1,112,400
Oats, bushels.....	510,000	428,400	586,500	345,100
Barley, bushels.....	21,000	50,400	7,000	46,200
Rye, bushels.....	2,200		1,100	1,100
Kaffir Corn, bushels.....	157,142	85,714	142,857	50,000
Bran, tons.....	360	940	3,980	5,800
Hay, tons.....	24,792	24,828	5,016	7,608
Flour, barrels.....	20,250	15,750	124,500	123,750

MILWAUKEE—Reported by H. A. Plumb, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	508,100	344,650	103,500	424,225
Corn, bushels.....	574,680	789,870	821,290	987,498
Oats, bushels.....	903,600	1,020,000	810,392	1,114,074
Barley, bushels.....	708,500	978,800	252,855	519,917
Rye, bushels.....	203,500	158,100	165,353	220,680
Timothy Seed, lbs.....	32,790	254,750	2,400	60,945

ELEVATOR AND GRAIN NEWS

ILLINOIS.

William Murray is erecting a building which he will use for a grain office at Rising, Ill.

George W. Cole, of Bushnell, Ill., has sold his elevator at Bardolph, Ill., to V. Kepple.

Noble Brothers have repaired the scales and wagon dump at their elevator at Foosland, Ill.

A new grain elevator is to be built at Ludlow, Ill., this spring by D. H. Claudon and W. H. Watson.

The El Paso Elevator Co., El Paso, Ill., has increased its capital stock from \$16,000 to \$25,000.

The Mazon Farmers' Elevator Co., Mazon, Ill., has increased its capital stock from \$15,000 to \$22,000.

The farmers in the vicinity of Cadwell, Moultrie County, Ill., are planning to build an elevator or buy one at Cadwell.

The site for the new farmers' elevator at Panola, Ill., has been selected but work on the elevator has not yet started.

J. E. Davis has bought a third interest in the Kleiss & Gilles Elevator, Pesotum, Ill. Mr. Kleiss remains with the firm.

The Phillips Broom Corn Co. will build a \$5,000 broom-corn warehouse at Mattoon, Ill. The contract has not been let as yet.

The Farmers' Grain Co., of Harvel, Ill., has let a contract for an implement house to be erected on the company's property at Harvel.

Citizens of Port Byron, Ill., are behind a plan to buy an elevator in Port Byron, or to erect one to be run upon the co-operative plan.

The elevator at New Holland, Ill., has been sold by the sheriff to John Weiner for \$6,004. It was sold to satisfy a mortgage of about \$9,000.

It is reported that C. D. Bunch has bought the interest of Matt Bartlett in the firm of Bartlett & Waughtell, grain and stock dealers, Cuba, Ill.

The directors of the Dry Grove Farmers' Grain Co., Dry Grove, Ill., have decided to build a warehouse this spring. Minor improvements will be made.

The Rees Farmers' Elevator Co., Rees, Ill., has been incorporated with a capital stock of \$6,500 by Charles D. Ransdell, Dennis Whalen and W. R. Douglas.

The Allerton Grain Co., Allerton, Ill., has been incorporated with a capital stock of \$20,000. The incorporators are Harry Allen, H. M. Steely and H. M. Steely, Jr.

The Atlanta Grain Co., Atlanta, Ill., has been incorporated with a capital stock of \$5,000. The incorporators are Samuel Iddings, J. F. Adams and J. R. Michaels.

The Rivoli Grain Co., New Windsor, Ill., has been incorporated with a capital stock of \$10,000. The incorporators are W. R. Tracy, F. W. Streeter and T. L. Plunkett.

The Farmers' Elevator Co., Watseka, Ill., has decided to erect a larger building with a capacity of 10,000 bushels. The old elevator is not large enough for the business.

The Joy Prairie Farmers' Elevator Co., Joy Prairie, Ill., has been incorporated with a capital stock of \$7,000 by John Hadden, F. J. Blackburn and A. E. Williamson.

The Rio Grain Co., Rio, Ill., has filed articles of incorporation, with a capital stock of \$7,000. The incorporators are Frank Mead, Arthur J. Edgar and Arthur Robertson.

Daniel Greuter has bought a half interest in the elevator and grain business at Roanoke, Ill., from D. C. Belsley. The property consists of two elevators, office and some land.

W. H. Burch has taken over the interest of L. W. Burch in the firm of Burch Brothers, Morrison, Ill., and will operate the business under his own name. L. W. Burch will buy stock.

The Farmers' Elevator Co., of Dwight, Ill., has been incorporated with a capital stock of \$15,000. The incorporators are Martin Hoffman, George T. Steichen and John Schrotberger.

Robert Otley has purchased the interest of John May, of the firm of May & Martin, Kewanee, Ill., and will take an active part in the grain and feed business. John May will devote his time to stock buying.

The Burrell Engineering & Construction Co., is repairing the Wallace Grain Co.'s elevator at Ottawa, Ill., enlarging the dump sinks, putting in new automatic scales and making a number of miscellaneous improvements.

The Utica Elevator Co., Utica, Ill., has been incorporated with a capital stock of \$12,000. The incorporators are Adam Wylie, George Reynolds, A. O. Esmond, Julian Chalus and George Moniot. The company has secured the elevator at Utica formerly

operated by Van R. St. John, and expects to be ready for business in a short time.

The George S. Dole Elevator at Avon, Ill., has been sold to Gal Yeoman and John McGarragh of Avon, for \$6,100. Possession will be given July 1.

The Joliet Grain Co., Joliet, Ill., has broken ground for the new elevator on the Chicago & Aton tracks. The building will cost about \$10,000 and will be completed as soon as possible.

The Wendel Grain Co., Wendel, Ill., has been incorporated. The company has a capital stock of \$6,500 and is incorporated by George Wendel, Charles H. Faber and William P. Gross.

The Churchill Elevator Co., Churchill, Ill., has filed articles of incorporation. The company has a capital stock of \$2,000 and the incorporators are Frank Homer, Alfred Pottinger and Brown Monro.

The Hofstetter-Carles Lumber & Grain Co., Virginia, Ill., has filed articles of incorporation. The company is incorporated with a capital stock of \$10,000 and the incorporators are W. C. Hofstetter, Mary Hofstetter and A. B. Carles.

The Harris Grain Co., Harris, Ill., has filed articles of incorporation with the Secretary of State. Its capital stock is \$6,500 and the company will deal in grains and feed. The incorporators are C. O. Gillespie, Fred A. Nash and J. C. Doyle.

The Farmers' Grain & Coal Co., of Mason City, Ill., has decided to make repairs and improvements on the house at Mason City this spring, and the company will probably erect a branch elevator on the North Western Ry. east of Mason City when the line is put through.

The La Salle County Electric Road will start construction work between Ottawa and Mendota, Ill. Arrangements have been made by the Triumph Grain & Supply Co., to build an elevator on the line at Prairie Center, Ill. The house will be completed in time to handle grain this coming fall.

The Farmington Lumber & Grain Co., Farmington, Ill., has just bought a site for an elevator in the city and will erect an elevator this spring. Plans have been drawn for an elevator with a capacity of 20,000 bushels, and all that is holding back the work is the delay of the railroad in granting a switch for the elevator.

The elevator belonging to the old Rice Malt & Grain Co., of Chicago, which is now operated by the Acme Malting Co. under lease, will be rebuilt at once by the Macdonald Engineering Co. The building will have a capacity of 250,000 bushels, be built of reinforced concrete and equipped with a first-class line of malt and barley handling machinery. The whole plant will be put in operation immediately upon its completion in July.

IOWA.

B. F. Greiner has bought the elevator at Moscow, Iowa, and is now operating it.

The Farmers' Elevator Co., at Paullina, Iowa, is planning to erect a grain elevator.

Emory Thomas has bought the grain business of Gruwell & Reed, West Branch, Iowa.

The Farmers' Elevator Co., of Ferguson, Iowa, has increased its capital stock to \$10,000.

W. H. Shaw, of Lyndon, Iowa, has sold his elevator at Prophetstown, Iowa, to Overly & Allen.

Yost & Morley, of Libertyville, Iowa, have bought the grain elevators at Stockport and Hillsboro, Iowa.

George Schroeder and Harry Kohlmeier have bought the elevator at Remsen, Iowa, of J. P. Brucher.

A. P. Hansen, who recently bought the Moore Elevator at Hampton, Iowa, has taken possession and is now in charge.

The Farmers' Elevator Co., Malcolm, Iowa, will erect a new house as soon as the weather conditions permit of continued work.

The elevator of the Grain Growers' Association, Ashton, Iowa, has changed hands. The purchasers are a number of business men and farmers of Ashton.

The Farmers' Elevator Co., of Olds, Iowa, has been incorporated with a capital stock of \$30,000. L. W. Canby is temporary president; E. G. Swanson, vice-president; Walford Lindeen, secretary; and Homer Zingg, treasurer.

Farmers about Ledyard, Iowa, are buying shares in a company that proposes to buy out the Wheeler Grain Co. The new company will be run on a co-operative basis. It is said that the Wheeler interests are to be sold for \$4,000.

The Green Lumber Co. is planning to wreck the old buildings at Marengo, Iowa, and to erect a new elevator sometime during this spring. The new elevator will be thoroughly modern and will be equipped with the latest machinery.

The Stanhope Farmers' Elevator Co., Stanhope, Iowa, has awarded a contract for the remodeling and repairing of the elevator. A new warehouse will be built and a new office erected. The elevator

will be equipped with two dumps and a system for rapid unloading.

The Farmers' Elevator Co., Marcus, Iowa, has been incorporated with a capital stock of \$5,000. The incorporators are M. McKeever, E. A. Simmons and J. B. Casey.

Farmers around Charles City and Marble Rock, Iowa, have decided that they want an elevator about half way between the two towns and have formed a co-operative company. Edward Osier has been elected temporary president of the company.

MINNESOTA AND WISCONSIN.

C. L. Todd, of Slayton, Minn., will soon start work on an elevator at Pemberton, Minn.

The Herman Market Co., Herman, Minn., has let the contract for the remodeling of its elevator.

Rahm Brothers have bought a site for an elevator at Loyal, Wis., and will build an elevator this summer.

The stockholders of the Dundee Co-operative Co., Dundee, Minn., are planning to start operating an elevator.

Local farmers have just organized the Farmers' Co-operative Warehouse Co., at Reedsburg, Wis.; capital, \$15,000.

A number of farmers near Byron, Minn., have pledged themselves in favor of a co-operative company at Byron.

The Farmers' Co-operative Commission Co. has bought the elevator of the Farmers' Elevator Co. at Pipestone, Minn.

About \$2,500 has been pledged toward a co-operative elevator at Kent, Minn. The Society of Equity is back of the movement.

The Western Elevator at Elgin, Minn., has been sold to D. E. Earsley, who has been the local representative of the company.

The Hayfield Co-operative Co., Hayfield, Wis., is contemplating establishing a branch business for grain dealing at Dexter, Minn.

The grain and mercantile business operated by Peter Maurin at Elizabeth, Minn., has been incorporated as the Peter Maurin Co.

The Barnett & Record Co., Minneapolis, has the contract for an 8-story concrete seed warehouse for S. G. Courteen, Milwaukee, Wis.

John Wirtz has sold his interest in the elevator of A. Lauby & Co., and W. F. Ophoven of Watkins, Minn., is now interested in the firm.

I. W. York & Co., Portage, Wis., will build concrete grain tanks to have a capacity of 50,000 bushels. The contract has been let already.

Wilkinson & Kuderer, grain dealers at Wilton, Wis., have dissolved partnership and Edward Wilkinson is now sole owner of the business.

Farmers in the vicinity of Karlstad, Minn., are organizing a farmers' elevator company. More than \$5,000 in stock has been subscribed.

M. Stephenson has sold his elevator at Brownsdale, Minn., to George Peterson, of Hayward, Minn. Mr. Stephenson will move to Spring Valley, Minn.

The Farmers' Elevator Co., Nicolett, Minn., is making a number of changes about the plant. Part of it will be remodeled for the storage of rye and barley.

Farmers at Middle River, Minn., are planning to start a co-operative elevator company. They will probably buy one of the two elevators at Middle River.

A certificate of renewal of the charter of the Northwestern Elevator Co., Minneapolis, was filed recently, as the 30-year period of the original charter had expired.

The Forada Creamery & Co-operative Co., Forada, Minn., has been formed. A grain elevator, potato warehouse, and a feed mill will be built at Forada during the summer.

The Chester Elevator Co., Chester, Minn., has bought the elevator at Doty Station. This is the last elevator of the Van Dusen-Harrington Co., in Olmsted County, Minn.

The Campbell-Hodgson Grain Co., Willmar, Minn., has been incorporated with a capital stock of \$20,000. The incorporators are L. F. Hodgson, I. J. Campbell and V. W. Campbell.

George Parden, who has been manager of the J. P. Coffey Elevator at Ellsworth, Minn., has bought a half interest in the business and the firm will be known as the Coffey-Parden Co.

The Farmers' Co-operative Shipping Association has been formed at Spring Valley, Minn. There are about 100 members and the intention is to ship stock and grain. Only stock will be handled at present.

The Lansing Farmers' Elevator Co., Lansing, Minn., has been incorporated, with a capital stock of \$10,000, by R. A. Carl, L. O. Aldal, Nels Goodwin, A. J. Pollock, Joseph Reinartz, B. F. Carl, and S. H. Vaughn. The company has leased the house of the Hunting Elevator Co. at the rate of \$300 per

year for five years. They will take possession in July.

The Kennedy Farmers' Elevator Co., Kennedy, Minn., has been incorporated, with a capital stock of \$25,000, by Frank Kiene, L. E. Johnson, J. E. Sundberg, O. N. Bengtson and others.

The Cadott Elevator Co., Cadott, Wis., has suspended business temporarily. The business will be continued after an agreement has been reached by the partners, William Smith and R. B. Cunningham.

A movement is on foot to start a co-operative elevator company at Erdahl, Minn. C. A. Bergren, Osmond Grove, and H. Berskow are organizing the company. An elevator will be bought or erected at Erdahl.

T. J. Downey and J. Lacher have bought the M. & J. Krebsbach Elevator at Adams, Minn., for \$4,600. Mr. Downey has been manager of the Hunting Elevator at Adams for several years. The new owners will take possession July 1.

The Farmers' Grain & Trading Co., of Grove City, Minn., has experienced some trouble in getting a site for the elevator they intend to erect, but it is expected that a satisfactory arrangement will be made with the railroad before long.

The Winger Farmers' Elevator Co., Winger, Minn., has been incorporated with a capital stock of \$12,000. The incorporators are S. O. Huckee, Peter Erickson, T. J. Haugen, P. Grambo, H. Anderson, Peter Krogstad and H. S. Aason, all of Winger.

The Perham Holding Co., has been organized to operate the estate of the late Peter Schroeder, at Perham, Minn. The property consists of a brewery, elevators, and a flour mill of 400-barrels capacity. The company is organized with a capital of \$100,000.

A farmers' elevator company will be formed at Hartland, Minn., and will incorporate with a capital of \$15,000. B. N. Anderson is temporary president of the company. It is the intention to buy an elevator at Hartland, or else to build a thoroughly modern house.

Loading of wheat into lake freighters began at Duluth April 10, and 1,200,000 bushels were placed on four vessels. It is not expected that the vessels can leave the harbor before the first of May, but loading is going on to make room for Canadian wheat that keeps coming in.

The Van Dusen Elevator at Rochester, Minn., has been sold to Thomas Boler and Michael Scanlan. This elevator was the house in which G. W. Van Dusen started his grain business and was the first elevator of the Van Dusen line, afterward acquired by the Van Dusen-Harrington Co.

The Farmers' Co-operative Elevator & Mercantile Co., of Erskine, Minn., has been organized. The new concern will commence business on August 1. As yet the company has not decided whether to buy or build an elevator. John Clementson is president of the company and A. F. Cronquist, treasurer.

MISSOURI, KANSAS AND NEBRASKA.

Bridgeport, Neb., is to have an elevator.

The Hamburg Lumber Co. will build an elevator at Bison, Kans.

The Farmers' Grain & Seed Co. has been organized at Cunningham, Kans.

John Emrie has bought the elevator at Ford, Kans., from Jay Pinney.

J. C. Scott has bought the elevator at Barnes, Kans., from Simon Scott.

The grain men of St. Louis are talking of building a 2,000,000-bushel elevator.

The Bethany Mill & Elevator Co., Bethany, Mo., plans the erection of an elevator.

The Kingfalfa Mills, Nebraska City, Neb., will add a large storage building to the plant.

W. A. Nye, of Downs, Kans., has bought the Andrews Elevator at Scottsville, Kans.

The Torpin Grain Co., Oakdale, Neb., will be re-incorporated as the Oakdale Grain Co.

The Argyle Mill & Elevator Co., Meta, Neb., is adding new machinery to its equipment.

A. D. Pennock & Son, Aurora, Kan., have bought the elevator of the Kansas Grain Co., at Courtland, Kan.

Paul Gano has sold his elevator at Partridge, Kan., to Joseph Clark of Greensburg, Kan., who will take charge at once.

H. B. Jones has sold his interest in the Fort Scott Grain & Implement Co., Fort Scott, Kans., to O. S. Webb, of Claremore, Okla.

M. R. McClune, who recently bought the elevator at Denison, Kan., from David Coleman, has taken charge and is now operating it.

H. H. Hart has secured the controlling interest in the Farmers' Milling & Grain Co., Ponca, Neb., and has taken charge of the business.

The Kansas Flour Mills Co. has decided to build an elevator at Wichita, Kan., with a capacity of 1,000,000 bushels. The plan is to buy the Neving Elevator and property and to use the site for the

new house. This site is on the terminal tracks, giving the elevator complete railroad service without the necessity of switching.

The Morrison Elevator at Cold Water, Kans., is to be replaced in the near future with a modern structure. It is owned by R. T. Morrison, of Kansas City, Mo.

The Princeton Farmers' Elevator & Supply Co., Princeton, Mo., will start business within a few days. The company has a new 22,000-bushel elevator that cost \$16,000.

The Farmers' Elevator Co. of Bunceton, Mo., has been incorporated with a capital stock of \$7,500 by Theodore Brandes, George K. Crawford and John F. Vick and others.

J. E. Houston, formerly with the Benton Grain Co., Kansas City, Mo., and A. H. Carpenter, of Fairview, Mo., have formed the Houston-Carpenter Grain Co., Kansas City, Mo.

The Farmers' Elevator & Supply Co., of Princeton, Mo., has been incorporated with a capital stock of \$50,000. The incorporators are Virgil Hickman, C. E. Hickman and R. H. Hickman.

W. G. Bryden, of Superior, Wis., is now at Leavenworth, Kan., superintending the work of construction on the new elevator for the Lysle Milling Co. The Barnett & Record Co. has the contract for the construction.

The Saunders-Westrand Elevator Co. has bought the property of the Middle-West Elevator Co., Omaha, Neb., and the business of the latter company is being closed up. Charles E. Niswonger, who has been manager of the Middle-West Elevator Co., goes with the Saunders-Westrand Co. as manager. The transfer gives the Saunders-Westrand Co. a terminal at Omaha, which the company has desired for a long time. The sale includes an elevator at Council Bluffs, Iowa.

The Valier & Spies Milling Co., of St. Louis, Mo., awarded the contract to the Macdonald Engineering Co., of Chicago, to erect for them a reinforced concrete elevator of 225,000 bushels capacity, at Marcus Ave. and the Belt Railway, St. Louis. Work has been started and will be pushed to completion vigorously in order to have the house ready for this year's crop in July. The elevator will have a receiving capacity of 50 cars per day and will be equipped with four elevator legs, two cleaners, car puller for three tracks, belt conveyors, and other machinery, all to be driven by electric motors.

EASTERN.

George W. Haxton & Son are preparing to build an elevator at Oakfield, N. Y.

Shaw Brothers, flour and feed dealers of Newburgh, N. Y., are reported as assigned.

M. R. Rollins has started a feed and grain business at E. Granby, Conn., near Windsor Locks.

Fred Spaulding of Lancaster, N. H., has bought the grain business of Frank Cook, Colebrook, N. H.

An elevator with a capacity of 45,500 bushels is being built at the Schuylkill Valley Mills, Leesport, Pa.

L. H. Kirk of Wakefield, Mass., has let the contract for a grain warehouse to be built of reinforced concrete.

The grain elevator of J. B. Cover, at Lowell, Mass., is practically completed. Operations will start in a short time.

George W. Ryder, Brooks, Me., has bought the business of the Brooks Grain Co., and will continue the business.

W. R. Ross has bought the property and business of the C. K. Jewett Co., Easthampton, Mass., and will carry on a grain business.

Mackenzie & Winslow, of Fall River, Mass., have bought the business of the Hathaway-McKenzie Grain Co., New Bedford, Mass.

L. Neuberger, feed and grain dealer of Bridgeport, Conn., has bought the feed and grain store of M. R. Lattyke at Stratford, Conn.

Theodore Michael will erect a grain and feed storage at Washington, D. C., on New York avenue, between North Capitol and First streets.

The feed and grain firm of Griswold & Adams, Dalton, Mass., has been dissolved, William H. Griswold retiring. The business will be conducted by the other partner, Leroy P. Adams.

D. P. Whittem, of Pittsfield, Me., and D. S. Emerson, of St. Albans, Me., have bought the grain and feed department of the Hunter & McMaster Co., which is closing out its business at Pittsfield.

C. H. Crummett, who has been in the feed and grain business at Fairfield, Me., for a number of years, has sold his mill, stock and warehouse to Fred Scott. Mr. Crummett will devote his time to the express and insurance business.

It has been announced that the Lehigh Valley Railroad Co. has decided to build a concrete and steel elevator along the harbor at the National Stores, Jersey City, N. J. The elevator will have a capacity of 500,000 bushels and will be equipped

for rapid handling. The plans call for completion in October.

George Adams has sold his interest in the feed and grain business at Great Barrington, Mass., known as the E. J. Adams Co., to his partner, E. J. Adams, who is now sole owner. The business was bought some years ago from Kellogg & Foote.

The Norwich Grain & Feed Co., of Cranford, N. J., has filed articles of incorporation. The company has a capital stock of \$20,000 and will deal in grains, feed and the like. The incorporators are Clarence G. Campbell of Newton, Mass., William R. Baird of Manhattan, and Stephen J. Cox of Cranford, N. J.

The Miner-Hillard Milling Co., of Wilkes-Barre, Pa., is erecting a first-class, modern grain elevator and a mill building at Miners Mills, Pa. An Eastern mill building concern are the engineers for the work which is now under construction by the Macdonald Engineering Co. of Chicago. The plant replaces a mill building which occupied the site for over 125 years. It was one of the old landmarks of Northeastern Pennsylvania. The new building will be fireproof, as reinforced concrete will be used throughout.

D. G. Stewart, proprietor of the Iron City Elevator, which was recently burned at Pittsburg, Pa., has awarded the contract to the Macdonald Engineering Company, of Chicago, Ill., to rebuild the plant in reinforced concrete. The new elevator will have a capacity of 100,000 bushels and will occupy the site of the old elevator. There will be special equipment for feed grinding, cleaning, drying and sacking installed and the arrangement will make special provision for high speed work in direct transfer. There will be two 1800-bushel hopper scales, two elevator legs, car puller, grain shovels and elevator equipment. Work has been started already and the building is to be ready for operation by July 15.

OHIO, INDIANA AND MICHIGAN.

A grain elevator is being erected at Grammer, Ind.

The Gleaners at Oxford, Mich., are planning to start a farmers' elevator.

The Sterling Grain Co., of Mt. Sterling, Ohio, will erect an elevator within a short time.

The Sturgis Grain Co., Sturgis, Mich., has been incorporated with a capital stock of \$12,000.

Two elevators are to be built at Frankfort, Ind., this summer at a cost of \$15,000 and \$20,000.

The Harrison Elevator Co., Harrison, Mich., has been incorporated with a capital stock of \$5,000.

W. A. Meloy, of Metamora, Ind., has bought the Isaac Reed & Son Elevator at Argos, Ind., and will operate it.

George R. Ulrich, of Upper Sandusky, Ohio, has bought the elevator at Ridgeway, Ohio, from O. D. Brumgard.

The Feger Grain Co., Cincinnati, has taken out a permit for the erection of an addition to their building to cost \$4,300.

Henry Van Noord, of Jamestown, Mich., has sold his mercantile interests but will continue to operate the grain elevator.

The Burrell Engineering & Construction Co., of Chicago, is erecting a Hess Drier at Ithaca, Mich., for the Ithaca Roller Mills.

Work commenced the middle of March on the ten concrete grain tanks for the Noblesville Milling Company, Noblesville, Ind.

The F. L. Emmert Co., dealers in brewers' grains, will erect a 3-story addition to its plant in Cincinnati, Ohio, at a cost of \$14,000.

The new corn drier of Rosenbaum Brothers at Toledo, Ohio, has been put into operation. It has a capacity of 20,000 bushels daily.

The Oxford Grain Co., Oxford, Ind., has been incorporated with a capital stock of \$15,000, by F. Glaspie, J. G. Fuller and others.

The Farmers' Co-operative Elevator Co. is being organized at Ithaca, Mich. It is proposed to incorporate with a capital stock of \$25,000.

The Okolona Grain & Stock Co., Okolona, Ohio, has been incorporated with a capital stock of \$12,000. Henry Weimken and others are the incorporators.

Luke Waters has bought the elevator at Hastings, Mich., formerly conducted by himself and the late Fred Barlow under the name of F. H. Barlow & Co.

The Baldwin Grain Co., Baldwin, Ind., has been incorporated with a capital stock of \$15,000, by J. E. Baldwin, C. M. Mumma, J. M. Anderson and others.

The Montezuma Elevator Co., Montezuma, Ohio, has been incorporated with a capital stock of \$15,000, by F. K. Thayer, W. P. Montgomery, and George Mathas.

The Lebanon Hardware Co., Lebanon, Ind., will soon start the erection of a grain elevator. The house will be equipped with the latest machinery, operated by electric motors. The new concern will probably be known as the Lebanon Grain & Coal Co.,

as the owners intend to run the two businesses separately.

Stiefel & Levy will move their elevator at Avilla, Ind., from the B. & O. junction to a point near the G. R. & I depot. The firm intends to deal in seeds this year.

The Farmers' Grain & Coal Co., Whiteville, Ohio, has been incorporated. The capital stock is \$10,000, and the incorporators are Edward J. Smith, George A. Leonard and others.

The grain elevator at Stockwell, Ind., which has been operated by Morrison & Finch, has been sold to the Farmers' Grain Co., of Stockwell, the consideration being \$20,000.

The Jewell Grain Co., Jewell, Ohio, has been incorporated, with a capital stock of \$12,000, by John G. Liska, John Drexel, Jr., Peter Hornish, George H. Mour and others.

The Elery Farmers' Grain & Stock Co., R. F. D. 2, Malinta, Ohio, has been incorporated with a capital stock of \$12,000. Edward Dettmer, J. J. Clark, and others are the incorporators.

The Gwinn Milling Co., Columbus, Ohio, has let the contract to the Barnett & Record Co., of Minneapolis, for the construction of 24 grain tanks to have a capacity of 400,000 bushels.

The Colby Milling Co., Dowagiac, Mich., will erect a large steel tank for storing wheat at Dowagiac. It will have a capacity of 30,000 bushels and work will commence about July 1. The contract has been let.

The elevator at Coleman, Mich., owned by Reardon Brothers, of Midland, Mich., has been sold to J. E. Curtice, C. H. Niggeman, J. M. Doherty and E. R. Simons, all of Coleman. Mr. Simons will take active charge of the elevator at once.

The Farmers' Elevator Co., of South Whitley, Whitley County, Ind., has been incorporated with a capital stock of \$6,000. The directors of the company are Lewis Mischler, K. H. Hoard, B. H. Dorner, John Swihart, and Frank Haffman.

The Hamler Grain & Stock Co., Hamler, Ohio, has been incorporated. The capital stock is \$15,000, and the directors of the company are Jacob Brown, Fred Orthwein, Christ Schwiebert and others. The company will buy or build an elevator at Hamler.

A farmers' co-operative company is being organized at Midland, Mich. The concern will handle beans, grain, hay and the like. It is understood that negotiations are pending for the purchase of the elevator at present operated by William Reardon.

It is reported that another grain elevator will be erected at Poneto, Ind., this summer. There is one elevator at Poneto at present. Nothing definite has been announced and the name of the concern which plans the elevator has not been made public.

The Cygnet Elevator Co. of Cygnet, Ohio, has placed its contract with the Burrell Engineering & Construction Co. for a 30,000-bushel grain elevator. It will be equipped with a Bowsher Feed Mill, cleaners, shellers and 50-horsepower St. Mary gasoline engine.

The Nading Mill & Elevator Co. of Greensburg, Ind., has contracted with the Burrell Engineering & Construction Co. to remodel their elevator. A new cupola will be built and new machinery added, consisting of Monitor cleaner, sheller and 25-horsepower gasoline engine.

Charles Bayman, of Plain City, Ohio, has assumed control of the Boyd & Clark elevator at Larue, Ohio. He is the owner of a flour mill at East Liberty, Ohio, and it is understood that he contemplates selling the property and devoting his time to the elevator business.

O. C. Crowell, whose elevator at Columbia City, Ind., burned recently, has bought the elevator at Raber, Ind., from Ernest B. Williams, for \$7,500. Mr. Crowell will take possession May 1. Mr. Crowell will operate the elevator at Raber and will soon rebuild the house at Columbia City.

C. F. Davison has sold his elevator at Bluffton, Ind., to S. C. Rinehardt of Grovertown, Ind., and J. F. Stutsman of Hamlet, Ind. The new owners have taken possession and are conducting the business under the name of Stutsman & Rinehardt. Mr. Davison still owns elevators at Ossian and Keystone, and three at Valparaiso, Hanna and Bee Grove, Ind.

The Farmers' Elevator & Seed Co., of Grelton, Ohio, has refused to merge with the proposed co-operative company at Malinta, Ohio, and the new company consequently incorporated. The concern is known as the Malinta Grain & Supply Co. and has a capital of \$10,000. The incorporators are R. W. Hartman, John Franz, W. R. Aurand, Jacob Babcock, and others.

W. B. Stiles & Sons, of Grand Rapids, Mich., are planning to erect a 50-barrel mill and elevator at Sparta, Mich., having acquired the site of the mill burned a few months ago from C. H. Jackson. The price of the property is not named in the transfer. A mill and elevator will be built at a cost of about \$20,000. A hay and straw warehouse will be erected and hay baling machinery will be installed. Her-

bert Stiles and Merton Stiles, sons of W. B. Stiles, will probably have active charge of the business.

The work of construction on the new buildings of the Sparta Grain Co., Sparta, Mich., allied with the Watson-Higgins Co., Grand Rapids, Mich., has been commenced.

John W. McCordle, of Indianapolis, in the grain business at New Richmond and Melott, Ind., has bought the elevator at Terhune, Ind., from Charles Ashpaugh of Frankfort, Ind., paying \$12,000, it is said. Possession was given April 1 and Clyde McCordle was put in charge of the house.

The Genia & Hansen Co., hay and feed dealers, has just commenced business in Ludington, Mich. Charles Genia was formerly in the same line of business in Ludington while John Hansen is well known in the lumber trade. The firm has bought the stock of Kieswalter & Son, which firm has retired from active operation since the death of J. H. Kieswalter about a month ago.

The Goemann Grain Elevator Co., Mansfield, Ohio, has let the contract to the John S. Metcalf Co., of Chicago, for the erection of additional storage tanks at the company's elevator to increase the capacity by 300,000 bushels. The improvement will cost the company about \$25,000 and will give it a total capacity of about 650,000 bushels. It is planned to have the work completed by August 1.

SOUTHERN AND SOUTHWESTERN.

A. Chanley is building an elevator at Bluejacket, Okla.

The Shaw Elevator Co., Shaw, Miss., has been incorporated with a capital stock of \$10,000.

E. G. Duckwall & Co., Louisville, Ky., will operate their drier by gas instead of steam in the future.

The Louisville Cereal Mills, Louisville, Ky., will build a grain elevator at Louisville to cost about \$2,250.

The Kentucky Public Elevator Co., Louisville, Ky., has increased its capital stock from \$150,000 to \$200,000.

Perry Burns and Richard Burrage of McKinney, Texas, are planning the erection of a grain elevator at Melissa, Texas.

The Marshall Mill & Elevator Co., Marshall, Texas, has filed an amendment increasing its capital stock from \$20,000 to \$40,000.

The Chamber of Commerce at Sumter, S. C., is interested in the establishment of a grain elevator and feed mill for Sumter.

The Knight-Steger Grain Co., of Dallas, Texas, has filed an amendment with the secretary of state increasing its capital stock from \$10,000 to \$15,000.

The Valley Grain & Seed Co., Mercedes, Texas, has been chartered. Its capital stock is \$15,000 and the incorporators are J. W. Campbell, A. Hackler and C. L. Campbell.

The Lawther-Burgher Grain Co., of Dallas, Texas, has been incorporated with a capital stock of \$25,000, by Joseph E. Lawther, W. L. Burgher, W. M. Galbraith and others.

The Farmers' Grain & Elevator Co., Pampa, Texas, has been organized with a capital stock of \$10,000, by C. S. Barrett, who is president, Nels Walberg, M. S. Thompson and others.

The Longview Grain & Elevator Co., Longview, Texas, recently organized by H. B. Pitts, has awarded a contract for the erection of a grain elevator, mill and warehouse.

The Saginaw Milling Co., Saginaw, Mich., contemplates erecting a grain elevator at Richmond, Va. It is said that the plans call for an elevator with a capacity of 200,000 bushels.

WESTERN.

The elevator at Willow Creek, Mont., is practically completed.

A grain elevator will be erected at Oka, Mont., during the summer.

The W. O. Kay Co. is planning to build a large grain elevator at Sugar City, Utah, at once.

The Farmers' Union of Troy, Idaho, has bought the warehouse and feed mill of F. M. Green, paying \$15,000.

The Kennewick Commercial Club, Kennewick, Wash., has obtained a community warehouse for the city. F. J. Arnold is building the grain warehouse and will probably manage it.

The Farmers' Union Grain Co., of Latah, Wash., has filed notice of a change in style to the Farmers' Union Grain & Supply Co., and of an increase in capital stock from \$10,000 to \$25,000.

The Commercial Club of Twin Bridges, Mont., is considering a proposition of a North Dakota elevator man to erect an elevator at Twin Bridges, provided the local club will furnish part of the capital necessary.

The DePue Warehouse Co., of San Francisco, Cal., has been incorporated with a capital stock of \$100,000. The company will buy and sell grain and other produce in Butte County, Cal., and will main-

tain a principal office in San Francisco. Edgar J. DePue, W. E. Hatch, E. H. Bene, and J. W. Souther are the directors of the company.

The Imperial Grain & Warehouse Co., Los Angeles, Cal., is planning to build a grain storage at El Centro, Cal., during the coming summer. The warehouse will be built of brick and hollow tile and will be 60 by 600 feet, one story high.

E. C. Blanchard & Co., Spokane, Wash., will erect a one-story brick hay and grain warehouse at Spokane this spring. The building will be 100 by 65 feet with a basement. It will be fully equipped for handling grain and hay and will cost about \$10,000.

THE DAKOTAS.

A new elevator will be built at Marion, S. D., during the spring.

A farmers' elevator company is being organized at Timber Lake, S. D.

The elevator at Elliott, N. D., which was recently destroyed by fire, will be rebuilt.

A. J. Murray, who lost his elevator at Bath, S. D., is making preparations to rebuild.

Local farmers are making arrangements to build a co-operative elevator at Hartland, N. D., this summer.

Frank Kohlhoff has sold his elevator at Onaka, S. D., to the farmers' company recently organized at Onaka.

A farmers' elevator company has been organized at Williston, N. D., and one is projected for Wild Rose, N. D.

The Occident Elevator at Carson, N. D., destroyed by fire, will be rebuilt at once. The contract has been let already.

The Western Grain & Lumber Co., of Lemmon, S. D., has been incorporated. E. J. Watson is secretary of the firm.

About 40 farmers living near Winfred, S. D., have taken stock in a new company that proposes to operate a co-operative elevator.

The Pillsbury Farmers' Elevator Co., Pillsbury, N. D., will soon let the contract for the construction of an elevator at Pillsbury.

E. J. Wipf, of Bridgewater, S. D., has bought a grain elevator at Chancellor, S. D., but will not manage the business personally.

The Fairview Farmers' Elevator Co., Cooperstown, N. D., will build a 40,000-bushel elevator this spring. H. T. Curtiss is president of the new company.

The Farmers' Elevator Co., of Clark, S. D., has just completed an elevator at Clark, having a capacity of 45,000 bushels. It is of fireproof construction.

The old Federal Elevator at Mayville, N. D., has been sold to the Farmers' Elevator Co., which will probably move it from its present site or tear it down.

The Nelson Grain Saver Co., of Lakota, N. D., has been incorporated with a capital stock of \$20,000. The directors are Bruce G. Nelson, George A. Kellogg, Fred A. Kelley, L. C. Hazlitt and F. L. Goodman.

The Farmers' Elevator Co., Dwight, N. D., has been incorporated with a capital stock of \$15,000. The incorporators are John Myhra, of Wahpeton, N. D., C. H. Johnson and A. H. Soule, both of Dwight, N. D.

The Fairview Farmers' Elevator & Mercantile Co., Hannaford, N. D., has been incorporated with a capital stock of \$25,000. The incorporators are F. E. Dier, M. L. Ladby, Nels Olson, J. M. Freer, Henry Curtis and E. J. Moshe.

The Farmers' Elevator Co., of Geddes, S. D., has increased its capital stock from \$25,000 to \$50,000. The old directors were re-elected at a recent meeting. The company will replace their burned elevator with a 40,000-bushel house.

The Farmers' Equity Elevator & Trading Co. has been organized at Wahpeton, N. D., with \$10,000 capital stock. The directors of the new company are C. Ness, John Richels, H. E. Chezik, Joseph A. Chezik and Daniel Wright, all of Wahpeton.

The Farmers' Elevator Co., Moorhead, N. D., has decided to tear down half of its 100,000-bushel elevator and erect a machine shop. The company plans to go into the implement business on a large scale and will handle prison-made machines.

The Farmers' Elevator Co., of Munich, N. D., has filed articles of incorporation. It has a capital stock of \$20,000 and the directors of the company are Walter Sandison, Jonathan Brown, Al Heapy, Frank Lugar, and Benjamin Talbert.

Farmers about Steele, N. D., are agitating again for a co-operative elevator company. A farmers' elevator has been talked of before at Steele but the farmers have always been unable to agree upon a management and plans have fallen through each time.

C. E. Bird & Co., Minneapolis, Minn., are just completing a 35,000-bushel grain elevator at Langdon, N. D., for the St. Anthony & Dakota Elevator Co. It is of cribbed construction, covered with

galvanized iron, and operated by a gasoline engine in a detached power house which is absolutely fire-proof.

Articles of incorporation have been filed for the Tousley Elevator Co., which has purchased the elevator at Miller's Spur, near Carrington, N. D. The company is capitalized for \$7,000. Frank Tousley, Sr., Frank Tousley, Jr., and Lauren A. Kennedy are the incorporators.

A number of farmers have organized and taken over the elevator and business at Taft, N. D., belonging to the Taft Farmers' Elevator Co. The new concern is known as the Eldorado Farmers' Elevator & Trading Co. A. Steenson is president of the new company.

The Mutual Grain Co., of Canton, S. D., has been organized by J. A. Carpenter, C. A. Reynolds and others. The company has bought the Fitch Elevator at Canton, S. D., and the Beloit Elevator at Beloit, Iowa. J. A. Carpenter will be the buyer at Canton and E. S. Maynard will be in charge at Beloit.

The McHenry Hardware Co., of McHenry, N. D., has been incorporated with a capital stock of \$25,000. The company will construct, own and operate grain elevators, fuel and feed storages, and will do a general mercantile business. The incorporators are H. M. Cornell and H. C. Cornell, of Mott, N. D., and A. B. Crosier of McHenry, N. D.

CANADIAN.

The Walberg Elevator Co., capital stock \$50,000, has been organized at Calgary, Alta.

The Benito Farmers' Elevator Co., Benito, Man., has filed application for incorporation.

The Western Canada Flour Mills Co. has let the contract for the erection of a marine tower for its elevator at Goderich, Ont.

The Farmers' Supply Company has sold its elevator at Rosthern, Sask., to Francis & Anderson of Delisle, Sask. The elevator has a capacity of 30,000 bushels.

About 10,500,000 bushels of Canadian grain were shipped into Duluth and Superior during February and March. Only about 2,100,000 of it were shipped to the East.

The Saskatchewan Elevator Co., headquarters in Winnipeg, Man., has been organized. Hugh Phillips is one of the directors of the company. The company has a capital stock of \$250,000.

An English construction company has obtained the contract for the construction of docks, elevators and railroad building for Fort Churchill, Hudson Bay. The work will start within three months.

During 1911 about 45 elevators were built in Saskatchewan by the Co-operative Elevator Co. Fully 50 companies were organized under the Co-operative Act, and applications were in, at the close of the year, for 150 more companies.

Barnett & McQueen, the Canadian branch of the Barnett & Record Co., has the contract from the Canadian Pacific Railway to build 64 grain tanks at Elevator "D," at Port Arthur, Ont. This will give a total capacity of 1,800,000 bushels.

[Special Correspondence.]

NEWS FROM TOLEDO AND OHIO.

BY E. T. BAKER.

Toledo, Ohio, April 11.—Oats are ruling very strong in this market and for several days have been slightly on the incline. There has been a feeling that the supply in first hands is well exhausted and that there may be but little to draw upon until the new crop shows up. Prices for some time have been very satisfactory, with the result that farmers have sold liberally, and this with the fact that the crop acreage will be somewhat above ordinary is apparently being felt in the supply. The local supply in public elevators is constantly decreasing, being now estimated at 45,993 bushels, of which about 15,400 bushels grades contract. Receipts have been light, aggregating during the past week but 24,000 bushels, with shipments of 23,700 bushels. Cash oats were quoted here today at 60c, May 59½c, July 54½c, and Sept. 45½c.

Wheat is also inclined to be a little bullish on account of bad crop reports covering this entire section. The Ohio crop is said to be badly winter killed, but it is thought that reports are somewhat exaggerated. There is, however, no question that Ohio growing wheat has fared badly and it is possible that some fields will be plowed up and put in other crops. The original acreage was somewhat below normal on account of the numerous rains in the fall which made seeding almost impossible. Wheat stocks decreased last week 61,035 bushels to a total of 888,059 bushels, of which 838,437 bushels grades contract. Receipts have been light during the past week, aggregating but 16,000 bushels, while during the same period shipments amounted to 39,000 bushels, most of which went to supply the needs of scattered mills to the southeast. Cash wheat is selling at \$1.03½, May at \$1.03½, July at \$1.01½, and Sept. at \$1.00½.

There is less sample corn coming into this market

but the quality is still far from what might be desired. Out of 54 cars that came in during the past week 25 graded No. 3, 22 cars No. 4, and but 7 cars sample. A strong eastern demand was responsible for shipments of 101,000 bushels during the past week, while receipts have aggregated but 61,100 bushels. Local supply decreased last week 53,098 bushels to a total of 299,796 bushels. Cash corn is quoted at \$0.78, ay \$0.79, July \$0.78½, and Sept. \$0.77¼.

A large number of Toledo grain men and millers will attend the conference of elevator and mill owners which will be held at Lima on April 19, under the auspices of the Hay and Grain Producers' and Shippers' Association of Northwestern Ohio. Considerable important business is scheduled for discussion at the meeting and it is probable that the session will be one of the most interesting held for some time.

Chief Grain Inspector E. H. Culver is in Washington, where he went as representative of the Toledo Produce Exchange to attend a hearing before congressional committees relative to pending legislation affecting the trading in grain futures. While in Washington Mr. Culver will also take up the matter of establishing a seed testing station at Toledo, with a view to making some satisfactory arrangement which will locate such an institution in this city. The Government is said to look upon the proposition with favor and it now seems probable that the desired result will be secured.

S. W. Treadway of Metamora, who was in Toledo recently on business, states that wheat in his locality is looking well despite the fact that there has been no growing weather, but that there is no evidence of winter-kill.

The Ohio Hay and Grain Commission Co. of Findlay, O., has brought suit against the Toledo & Ohio Central Railroad Co. for \$2,504.16. The petition, which contains 83 pages of typewritten matter, sets out 28 reasons why the plaintiff should recover.

C. E. Metzler, manager of the American Cattle and Poultry Food Co., of Binghamton, N. Y., and also of the Clover Leaf Elevator at Toledo, is recovering from serious injuries sustained some time ago when he was drawn into the machinery at the Toledo Elevator plant. Mr. Metzler was confined to a Toledo hospital for nine weeks, but is now able to be about. While his injuries were painful, he narrowly escaped worse consequences.

E. W. V. Kuehn has returned from an extended tour through foreign lands and is regaling his friends with his many unusual experiences while abroad. Mr. Kuehn was a member of an investigating committee under the leadership of Pastor Russel, sent out to investigate the missionary situation and the appropriation of funds used for missionary purposes. The party which toured through China and other far eastern countries has not yet made a report of its findings.

Fire which started on the second floor of the three-story building, occupied by the M. A. Bowman Co., feed and flour merchants, 517 Monroe Street, Toledo, spread rapidly to the other floors. Damage to the extent of about \$17,000 was done before the flames were checked.

W. H. Haskell, E. L. Southworth and David Anderson have returned from an outing covering several weeks spent in fishing and cruising along the coast of Florida.

The Ohio State Board of Agriculture estimates the wheat crop of this state at 61 per cent, and predicts that a large acreage will be replaced with corn or oats. The Board also estimates that 16 per cent of last year's wheat crop is being held by farmers for a raise in price.

For the purpose of securing better farming methods the Hay and Grain Producers' and Shippers' Association of Northwestern Ohio will send thirteen boys raising the best corn in thirteen counties, embracing territory in northwestern Ohio, southwestern Michigan and northeastern Indiana, on a complimentary trip to Washington next fall. It is expected that the youngsters will teach their fathers a thing or two about corn raising.

Dr. Thomas P. Shields, of Marysville, O., member of the Ohio Live Stock Commission and State Board of Agriculture, died at his home in that city recently. Dr. Shields was 86 years old and served as private and surgeon in the Confederate army. He leaves nine children, two of whom resided in Toledo.

The Orolonx Grain and Stock Co., with a capital stock of \$12,000, has been incorporated at Napoleon, O., by Henry Wiemken, H. Riebsel, Isaac F. Durham, John L. Lewis, W. M. Helberg, W. J. Gerken and George Helfberg.

Another new concern incorporated recently at Napoleon and to be known as the Elery Farmers Grain and Stock Co., has been organized by Edward Detmer, J. J. Clark, Fred Armbruster, Fred Rohrs, John Arps, George Kurtz, E. A. Hoeffie, Henry Rohrs, C. W. Fisher, L. J. Leifer and J. H. Bush. The company has a capital stock of \$12,000.

The new concern recently organized at Napoleon, known as the McClure Mutual Elevator Co., at a recent election chose the following officers: President, W. E. Wade; vice-president, T. N. McClure; sec. and treas., George E. Kryder.

The Hamler Grain and Stock Co. has been or-

ganized at Hamler, O., with a capital stock of \$15,000, divided into 600 shares of \$25 each. The incorporators are: Jacob Brown, Fred Orthwein, Christ Schwiebert, Paul Petersen, Ernst Witte, Henry Konzen and M. E. Collins.

The Farmers Elevator and Supply Co. has been formed at Malinta, O., with a capital stock of \$10,000. The incorporators are: R. W. Hartman, John Franz, W. R. Aurand, Jacob Babcock, Theodore Taylor, J. F. Myers, A. O. Sickmiller, Phil Heckler, Jr., J. C. Burr and Frank Hickler. A proposition to merge with the Farmers' Elevator and Seed Co. of Grelton was recently turned down by the stockholders of that company.

Toledo grain and seed men are almost unanimously in favor of the Mann seed bill now pending before the United States Congress. It is thought that if this measure is passed and becomes a law it will prove of great benefit to seed interests of this section. The measure prohibits the importation of inferior, dirty and low grade grain and seed products which have caused much annoyance by coming into competition with the better grades produced in this country. Foreign seed imported into this country since September 1 have aggregated 137,000 bags. The measure has been recommended by the House committee and it is thought that it will eventually become a law.

GOVERNMENT ELEVATOR A FAILURE.

At the April 4 sitting of the Manitoba legislature Premier Roblin made a frank and full confession of the failure of the Manitoba government elevator system. The premier gave figures showing that from Sept. 30, 1911, to Jan. 31, 1912, there had been shipped through government elevators 2,360 cars as against 5,229 from the same points over loading platforms. At Souris, for instance, the government elevator had in that period shipped one car, while fifty-two had been shipped over the loading platforms.

The premier made no reservation as to the complete failure of the system. He placed the blame in part upon the delegation from the Manitoba Grain Growers' Association, which, he said, he had believed represented the farmers of the province, but which he had found was composed of demagogues. He had taken the voice of the demagogue for the voice of the people. He charged the farmers of Manitoba with having broken their pledges to patronize the government owned elevators. The policy of the government, he said, was neither to buy nor build more elevators. Negotiations are pending with the Grain Growers' Company for taking over the government elevators. He agreed with the opposition leader, Norris, that the annual loss of sixty thousand dollars was a serious matter.

In the course of his remarks the premier warned the government against demagogues. They would, he believed, try to persuade the Dominion government to take over the terminals at Fort William, but when the government had done so they would seek to divert the grain from these same terminals to Minneapolis and Duluth.



WILL IT COME DOWN FIRST?

Corn has been the whole show again this week. Many seemed to be thoroughly saturated with the idea that corn must sell much higher. The majority don't stop to think that we are now having famine prices. Excitement and interest in corn has been running at a high pitch all week, prices soaring to new high levels each day. It could be easily overbought. Some have accepted nice profits but their selling has been absorbed by a new set of bulls. The market is speculatively strong and commercially stronger. Reports say that the cash market is running ahead of the speculative. Receipts moderate. Corn using industries in all sections west, south and east are obliged to pay fancy premiums to obtain immediate supplies. Pit conditions sometimes overshadow all other features, and the bulls might overdo it and get too gay. Some day they may all want to secure profits at once and bring about a bad break. It is not unlikely and might make the market more healthy in the end.—J. F. Zahm & Co., April 6.

THE EXCHANGES

W. S. Harvey, president of the National Board of Trade, was on 'change, Chicago, on March 22.

The Peoria Board of Trade has established a "call" market, to take place daily at 11:15 a. m.

The Peoria Board of Trade building committee is negotiating for a new site for the association's building.

The Philadelphia Commercial Exchange has resigned its membership in the Council of Grain Exchanges.

A. W. Giloff, president of the Board of Trade of Ribinski, Russia, was on 'change, Chicago, on March 13.

The New Orleans Board of Trade has appointed G. F. Roy grain inspector for the Lake Charles district vice W. P. Dubard, resigned.

A. F. Kruse has been appointed to succeed L. C. Hine (transferred to Colorado) as assistant to Chief Inspector Powell of the Omaha Grain Exchange, and Nicholas Kehoe has been promoted to the position of deputy inspector.

At a special meeting of the grain men of Denver on March 22 it was decided to proceed to organize a grain exchange to be operated in conjunction with the Grain Dealers' Association. It will be incorporated with a capital stock of \$10,000.

L. C. Hine, for the past six years connected with the grain inspection department of the Omaha Grain Exchange as first assistant to Inspector Powell, has been engaged to take charge of the inspection and weighing at Denver, Pueblo and Colorado Springs.

The Minneapolis Grain Commission Merchants Association of the Chamber of Commerce held a dinner at the Minneapolis Club on April 10; including guests, there were about 125 present. President W. A. Timmerman acted as toastmaster. Addresses were made by President Marfield of the Chamber of Commerce, J. L. McCaull, Secretary McHugh, A. C. Loring, James Marshall, H. D. McCord, Frank Carey, B. F. Benson, C. M. Harrington and E. S. Woodwork.

On April 8 Bartlett-Frazier, Chicago, sent out the following: "The action in May wheat this morning is just a further demonstration of the positive manipulation in that delivery to which we have called your attention several times recently. We again wish to urge everybody to desist trading in that month, as not only is it impossible to form any opinion as to the ultimate outcome, but it is also a fact that executions are almost sure to be of a very unsatisfactory character."

The Philadelphia Commercial Exchange grain exporters and Inspector Foering are pleased with the tenor of a recent cable from a Liverpool importer directing his correspondent on this side, in the future to give Philadelphia the preference in the routing of grain for export. In a letter following the Englishman said: "At present we can sell Philadelphia shipments much better than other ports, so if you can confine yourself to shipments from your port it will greatly assist business."

The grain section of the Toronto Board of Trade on March 14 unanimously adopted a resolution condemning the proposed amendments to the Dominion grain act. The criticism was particularly aimed at the amendments affecting the storage charges of terminal elevators, the grading of Manitoba barley and the question of frost in sound grain. Liberals and Conservatives alike denounce the government for failing to take over the control of all the terminal elevators, according to the promises made by Mr. Borden in the West in his campaign addresses.

On March 15 the scale committee of the Illinois Grain Dealers' Association entered into an arrangement with the committee of weights and measures of the Board of Trade of Peoria, whereby the official scale inspector of the Illinois Grain Dealers' Association was appointed inspector of scales used by or under the jurisdiction of the Peoria Board of Trade, covering all scales whereon certificates of weight are issued by the Peoria Board of Trade. This agreement gives the Association the support and business of the Board and thereby increasing its earnings, while its shippers will have the assurance that the scales of the Peoria Board are cared for by an officer whom they know to be competent and trustworthy.

In reply to English enquiries touching the practice of attaching to an export corn inspection certificate that of the International Elevating Co., for kiln-dried corn, Wm. H. Kemp of the grain committee of the New York Produce Exchange writes the Liverpool Corn Trade Association that, "The New York Produce Exchange has nothing to do with and is in no way involved in the matter of certificates issued by the International Elevating Company. They are used purely under an arrangement as between the company and the shippers. So far as the Exchange is concerned, our inspector-in-chief is without any authority whatever for designating corn as being 'kiln-dried' unless it is inspected under the grades established for 'dried corn.' Natural

or artificial dried corn is treated alike by him in inspecting all ordinary grades for quality."

The Little Rock Board of Trade contemplates hanging up a series of premiums to be paid to growers of the best bales of cotton grown on two acres and best field of corn on one acre in Arkansas.

CINCINNATI CORN EXCHANGE.

The directors of the Cincinnati Chamber of Commerce have authorized the formation of a subordinate body composed exclusively of members engaged in handling grain, hay, etc., to be known (probably) as the Cincinnati Grain and Hay Exchange. Chas. S. Maguire has been made temporary chairman. Officers will be elected on May 13.

WINNIPEG CLEARING HOUSE.

The annual meeting of the Winnipeg Grain Exchange Clearing House Association was held on March 19. The annual report showed receipts of \$21,055.85 and expenditures of \$8,954. The charges are 1/2c per bushel.

After the acceptance of the manager's report and a certain amount of routine business, the following officers and board of directors were elected:

President, A. C. Rutan; vice-president, S. A. McGaw; sec'y-treas., Capel Tilt; manager, Frank O. Fowler; assistant manager, W. J. Dowler. Directors—E. W. Kneeland, S. A. McGaw, W. H. McWilliam, Donald Morrison, D. D. Young.

The board of directors is unchanged from 1911.

COUNCIL OF GRAIN EXCHANGES.

The next meeting of the Council of Grain Exchanges will be held in Cedar Point, Ohio, upon Monday and Tuesday, the 17th and 18th of June. President Merrill will preside over the meeting, which will be devoted to a consideration of the pertinent questions confronting the grain trade. Various committees of the Council will report at this meeting on the subject of legislation, the standardization of grain grades, publicity and Crop Improvement Work. Other details concerning the program will be officially announced later.

The directors of the Chicago Board of Trade have authorized the promotion committee of the Board to expend \$5,000 in furthering the interests of the Board through the Crop Improvement Committee of the Council of Grain Exchanges.

The Uniform Grades Committee of the Council was appointed by President Merrill as follows: E. H. Culver, chairman, Toledo; W. J. McCabe, Duluth; L. W. Forbell, New York.

The Uniform Rules Committee of the Council is composed of the following members: Henry L. Goemann, chairman, Toledo; O. M. Mitchel, New York; E. D. Bigelow, Kansas City; J. C. Murray, Chicago; Chas. Kennedy, Buffalo; W. M. Richardson, Philadelphia. Members of the grain exchanges affiliated with the Council are requested to suggest any rules which should be made uniform.

One of the objections which was made by a director of the Philadelphia Commercial Exchange relative to continued affiliation with the Council was that the Council is not doing enough of specific interest to the grain exchange members themselves. "This Council," says Sec'y Pickell, "is primarily interested in two great movements. One is to secure a larger yield of better grain in this country, and the other is to secure favorable publicity for the grain exchanges. No one who is familiar with the work of the Council doubts that we have been successful in both of these desirable undertakings. Yet we cannot demonstrate that the increased production of grain or that favorable publicity will put one extra dollar in the pocket of any specific grain merchant. The grain exchanges, if they are to keep step with the march of progress, will find it incumbent to forget for a while the immediate dollar and to give more attention to service."

MILWAUKEE CHAMBER OF COMMERCE.

The annual election of the Milwaukee Chamber of Commerce took place on April 1, when the following officers were chosen:

President, W. P. Bishop.
First vice-president, M. G. Rankin.
Second vice-president, P. P. Donahue.
Secretary and treasurer, H. A. Plumb.
Directors—H. W. Ladish, C. W. Schneider, Walter Stern.

Board of Arbitration—Thos. M. Corcoran, F. J. Coughlin, I. C. Lyman, M. H. Potter, Wm. E. Schroeder.

Board of Appeals—Walter C. Holstein, W. A. Hottensen, John W. Lauer, Chas. R. Lull, Albert R. Taylor.

ANNUAL REPORT.

The directors' annual report showed income of \$92,872.41 and disbursements of \$66,303.12, leaving a balance at end of fiscal year of \$26,569.28.

The annual assessment upon membership is \$35 each if paid on or before May 1, or \$45 if paid thereafter. The amount is the "middle ground" of membership opinion as to dues, and will provide sufficient revenue and leave a small surplus.

With the close of the fiscal year of the Chamber

of Commerce, Robert Eliot retired from official connection with the association. Mr. Eliot is the only living member whose name was on the membership list at the time of the organization of the Chamber, 1858, and the dealers adopted and embodied in the report a resolution expressive of the Chamber's appreciation of Mr. Eliot as a man and as an official.

The Chamber's business of "futures" shows a remarkable gain, not only in the volume handled but in its scope and importance as compared with other markets. This has been brought about, says the report, by the elimination of the pernicious plan of being dependent upon some other market for a basis of doing business, also through publicity by distributing quotations and other methods of advertising, for which liberal expenditures have been authorized by the directors during the past two years.

MEETINGS AHEAD.

The Chamber will be represented at the conference in Washington April 22, having for its object the formation of a national commercial body, by President W. P. Bishop and D. G. Owen.

E. P. Bacon will represent the Chamber at the Lake Mohonk Conference on International Arbitration at Mohonk Lake, N. Y., May 15 to 17.

President Bishop has been invited and has accepted the invitation to become a member of the American Honorary Committee for the Fifth International Congress of Chambers of Commerce which meets in Boston in September of this year.

NATIONAL BOARD OF TRADE.

In view of the assembling at Washington of delegates to a meeting called to take into consideration President Taft's proposal of a National Board of Trade, the following outline of a plan of organization has been sent out from the Department of Commerce and Labor as a suggestion to provide a basis for discussion at the conference. If the delegates attending pass upon the principles evolved, it will be a simple matter to incorporate them into by-laws which would make effective the result of the meeting. The text of the outline follows:

"First. The membership of the national organization shall consist of Chambers of Commerce, Boards of Trade and kindred associations which are democratic in their organization and broadly representative of the commercial interests of the districts which they serve, and such trade and industrial organizations as are national in their scope.

"Second. Representation of members in the national association shall be based on the numerical strength of the constituent organizations, with a limit to the number of delegates from the larger organizations, and the following basis of membership is suggested: Each constituent commercial organization having 100 members shall have one representative and one vote, and for each 200 additional members in excess of 100 one additional delegate and vote; but no organization shall be entitled to more than ten delegates or ten votes. Each national association organized for the promotion of the interests of a single trade and having a membership of not less than 100 nor more than 500 members shall be entitled to one delegate and one vote, and for each 500 additional members one additional delegate and one vote; but no such organization shall be entitled to more than five delegates and five votes.

"Third. Each constituent commercial organization shall pay annually dues of \$25 for each delegate to which it is entitled, and each national association, for the promotion of the interests of a single trade, shall pay annually dues of \$50 for each delegate to which it is entitled.

"Fourth. Provision should be made for an annual meeting at such time as will suit the convenience of the largest number of organizations, which may be decided upon at the forthcoming conference. This conference should also decide whether annual meetings shall be held in one city or in different places from year to year.

"Fifth. There shall be an advisory committee, composed of one representative to be named by each constituent. This committee shall annually choose a nominating committee to present a list of nominations for directors and officers. Provision shall in addition be made for the independent nomination of officers and directors by the indorsement of not less than five constituent bodies. A board of directors shall, during the interim between annual meetings, consult with the members of the advisory committee on all questions which may arise and require action before the next annual meeting.

"Sixth. There shall be a president, two vice-presidents, a treasurer and a board of directors of such size as to be fairly representative of all parts of the country. We would suggest a board of 21 elected members, the officers to be ex-officio members. This would make a total membership on the board of directors of 25.

"Seventh. There shall be an executive secretary, who shall be in charge of permanent headquarters established in Washington, and who shall be appointed by the board of directors. His compensation shall be fixed by them.

"Eighth. The duties of the board of directors shall be to make effective the action taken by the delegates at annual meetings; to act, with the approval of the advisory committee, upon matters

which may arise between annual meetings; to direct the operation of the central office in Washington; to provide for the preparation of a programme for the annual meeting; to organize an executive committee, to which it may delegate such of its duties as it sees fit; to appoint such committees as in the opinion of the directors are necessary to accomplish the purpose of the organization, and to execute such other duties as may be delegated to the directors at the annual meeting.

"Ninth. The method of dealing with important national problems only by discussion at an annual meeting has afforded insufficient opportunity for consideration and resulted sometimes in unwarranted action. A plan should be devised by the board of directors which will permit the preliminary consideration and study of such problems by every organization which is a member of the national body and which will also permit any organization to bring forward any question of national importance and secure consideration for it.

"Tenth. Only such subjects shall be considered by the organization as are of national importance and action in reference to any matter shall only be taken by a vote of three-fourths of the delegates present.

"Eleventh. Provision should be made for the easy amendment of any by-laws adopted when there is demand for their change."

NEW YORK PRODUCE EXCHANGE.

The Journal of Commerce says the New York Produce Exchange "is seriously considering the proposition of establishing a market here for trading in Canadian wheat in bond. Investigation made by the Journal of Commerce representative shows that there is a large sentiment among members of the Exchange in favor of the idea, and some of the exporters who are dealing almost exclusively in Manitoba wheat, as, in fact, most of them now are, believe that it would be a long step in advance and would have a large influence in restoring to New York its lost prestige as a grain market. A great deal of the Canadian export business is at present done through New York houses, but under great difficulties. Replies to cabled bids are usually required to be made not later than 4:30 to 5 p. m. or 9:30 to 10 p. m. English time, but before such acceptances can be made it is necessary to wire to Winnipeg and back, whereas if it were possible to make the trade in the New York market an answer could be cabled in ten minutes. While it would not be absolutely necessary to require the storage of export wheat in New York in order to carry out the contracts, it is not doubted that a large quantity of wheat would be attracted here on that account, being kept in bond, and could be exported with great simplicity and to great advantage. The actual details of deliveries and contracts have not been worked out except in a tentative manner, but it would be on the basis of No. 1 Northern Manitoba as standard with a discount of 3c for No. 2, and of 8c for No. 3, the same as now prevails at Winnipeg, and the difference between that and the present market would therefore be that covering the transportation charges. The possibilities of such a development are thought to be foreshadowed by the action of the Lehigh Valley Railroad in the construction of its new grain elevator at the National Docks, Jersey City, and it is said that the Lackawanna road also has plans drawn for an elevator on its own waterfront."

AN ANNIVERSARY DINNER.

The Produce Exchange will commemorate on April 19 the fiftieth anniversary of the granting of its first charter by the New York legislature. The following committee has been appointed to make the necessary arrangements: John Aspergren, Chairman; E. G. Broenniman, L. G. Leverich, Hon. Wm. H. Douglas, E. G. Burgess, W. B. Pollock, F. A. Ferris, P. P. Williams, F. S. Engle, E. A. De Lima, Charles Rohe, Jr., S. C. Delaven, George A. Zabriskie, E. Pfarrius. The chief function of the event will be a banquet in the main banquet hall of the Hotel Astor on the evening of April 19th, when it is expected a very large number of distinguished guests will be in attendance.

ELECTION AT DETROIT.

The annual election of officers and appointments on committees, taking place in March, resulted in the selection of the following:

President—Arthur S. Dumont.
First vice-president, Harry B. Simmons.
Second vice-president, Frederick W. Blinn.
Secretary-treasurer, Frank W. Warring.
Directors—F. Wm. Lichtenberg, Henry M. Hobart, Frank T. Caughey, Herman F. Zink, Clifford R. Huston, George Beck, William H. Hart, Keneith P. Kimball.

Committee of Arbitration—David Stott, Charles M. Carran, Fred J. Simmons, Robert Henkel, Alex. J. Ellair, Frederick G. Emmons, Robert L. Hughes, Thomas G. Craig, Frank B. Northwood, Henry E. Botsford.

Committee of Appeals—H. Andrew Beaubien, George L. Fleitz, Denny O. Wiley, Theodore M. Swift, William J. Orr, Edward Wiggle, Charles Clarke, Alfred Easter, Henry M. Mok.

Grain Inspectors—F. W. Harrison, chief; Wm. Recker, deputy.

COMMITTEES.

Executive—H. B. Simmons, F. Wm. Lichtenberg, H. F. Zink.

Finance—F. W. Blinn, Geo. Beck, H. M. Hobart.

Transportation—F. T. Caughey, K. Kimball, W. H. Hart.

Information—W. H. Hart, C. R. Huston, F. W. Blinn.

Membership—C. R. Huston, F. Wm. Lichtenberg, H. F. Zink.

Floor—H. M. Hobart, H. B. Simmons, F. T. Caughey.

Inspection—F. T. Caughey, chairman; H. B. Simmons, F. W. Blinn, A. J. Ettair, H. M. Hobart, A. S. Dumont, F. Wm. Lichtenberg.

The Detroit Board of Trade recently inaugurated the system of issuing a separate official weight certificate for every car of grain received at the Detroit market, giving in detail the weight as taken by a sworn weighmaster, the number and initial of the car and for whose account; while on the reverse side of the certificate is a cut or drawing of a box car so arranged as to indicate the car condition, and if leaking to indicate exactly in what portion of the car the leak occurred. This action was taken by the Detroit Board of Trade in response to a petition of the Illinois Grain Dealers' Association asking that this car service report be inaugurated for the benefit of Illinois shippers, inasmuch as such a certificate of weight and car condition is one of the necessary documents in the substantiation of a claim for loss under the agreement between the Illinois Grain Dealers' Association and the Western Freight Claim Agents' Association. It is, of course, an evidence of the friendly feeling and interest which the Detroit Board of Trade hold for the Illinois shipper.

CHANGES IN EXCHANGE MEMBERSHIPS.

Baltimore.—N. J. Elliott, agent of the Union Line, has been made a member of the Baltimore Chamber of Commerce.

Chicago.—Sec'y Stone reports the following changes in the membership of the Chicago Board of Trade during March: New members—Chas. Risk Esson, Washington G. Sturges, Wm. M. Hirsch, Rudolf E. Kienle, Sidney S. Chisholm, Norman M. Weiss, Lowder F. Layton, Anton A. Wolff, Jas. M. Crighton, Jas. K. Riordan. Transferred—Louis Bonstedt, Est. of John B. Adams; Thos. G. Craig, Est. of F. A. Lennon; Henry B. Smith, John H. Weiss. Alex. D. Grant, Ferd. R. Moeller, Est. of David Wonnser; Nelson DeGolyer.

Cincinnati.—Supt. Culkins reports the following members of the Cincinnati Chamber of Commerce elected on April 2, 1912: Albert B. Hoge, Swift & Co., wholesale meats, 27 Main St.; Harry J. Leahy, Peurrung & Leahy, stock and bond brokers, 403 First National Bank Bldg.; Earl Root of Whitcomb & Root, hay and grain, 945 W. 5th St.

Duluth.—Sec'y Macdonald, of the Duluth Board of Trade, reports W. I. Prince enrolled as a member and that the following members were admitted during March: A. Borgen and R. M. Sellwood.

Kansas City.—Sec'y Bigelow reports that C. L. Carter of St. Louis has been admitted to membership in the Kansas City Board of Trade on transfer from Frank P. Chalfont.

Milwaukee.—Sec'y Plumb reports the following changes in membership of the Milwaukee Chamber of Commerce during the month of March: New members—Willis Counselman and Clesson B. Phillips. Transferred memberships—H. J. Droeger, Jos. H. Frerich and R. E. L. Sanderling.

Nashville.—The Superior Feed Co. (Elmer L. Luibel, manager) was elected a member of this Exchange at the last meeting of the board of directors. Mr. Luibel comes from Springfield, Ohio, and it is understood that P. J. Shouvin, of Springfield, is the principal owner of the Superior Feed Co. J. T. Russell, Jr., of the firm of Stratton & Russell, merchandise and grain brokers, has also applied for membership and will doubtless be elected. Mr. Russell is from Meridian, Mississippi, where he was in the brokerage business for many years.

Peoria.—Sec'y Lofgren reports that J. C. Luke, manager for Ware & Leland; C. R. Wheeler, president of the Illinois National Bank; Chas. W. Gruensfelder, of the Cereal Food Co., all of Peoria, and E. W. Wilson, distiller, Pekin, Ill., have made application for membership in the Peoria Board of Trade.

Richmond.—Sec'y Booker reports that since last published report of membership on the Richmond Grain Exchange, A. S. B. James has ceased to be a member.

St. Louis.—Sec'y Smith reports that at the March and April meetings of the board of directors of the St. Louis Merchants' Exchange the following new members were received: G. A. Turner, Turner Bros. Grain Co., Red Oak, Iowa; Wm. R. Faulkner, Jr., Langenberg Bros. & Co., Saint Louis; E. E. McConnell, Central States Despatch, Saint Louis; F. S. Rutherford, Powell & O'Rourke Co., Saint Louis. E. B. Conover, Virginia, Ills., transferred from James F. Coyle; Henry C. Goebel, 903 Pierce Building, transferred from H. B. Grubbs; Walter Rhein,

Bellefonte, Ills., transferred from Jas. A. Smith, Jr. The following members resigned: F. G. Cunningham, Gus. H. Miller, A. B. Donaldson, A. A. Poland, H. W. Knehan, Jr., Castleman, Coen, Hy. H. Squire and Adolph A. Meyer. The following certificates have been purchased and cancelled: E. P. Hall, Wm. G. Boyd, Leo Moser, C. H. Corn, C. W. Mansur, John M. Dennis, Frank M. White, M. McFarlin, Chas. Roeder and Jerome B. Pendleton.

EXCHANGE RULES.

Duluth.—At a meeting of the board of directors of the Duluth Board of Trade held April 3, 1912, the following resolution was adopted:

"Whereas, Complaints have been made to the board of directors of the Duluth Board of Trade that attempts have been made at times to manipulate the closing prices of various commodities dealt in on the Exchange, therefore, be it.

"Resolved, That the board of directors will consider it a violation of Section 7 of Rule IV for any member to make any offer to buy, or to sell, any commodity, which other has for its purpose the establishment of a quotation not fairly representative of the price of that commodity at the moment; or for any member to accept, or to execute, or to attempt to execute, any order which is not a bona fide order to buy or sell; or for any member to attempt to close the market at a certain figure not fairly representative of the price of that commodity at the moment; and upon complaint the board of directors will proceed against any member accused of a violation of this rule, in accordance with the provisions of said Section 7, of Rule IV."

Chicago.—That the trade may fully understand the feeling of the Chicago Board of Trade directors in regard to market corners, they held a special meeting and adopted the following:

"Resolved, That the last paragraph in section 1 of Rule 23 will be construed to mean that in every case of a default in delivery, where either party to the trade has the property both bought and sold, the trade, as respects both parties thereto, will be adjusted on the basis of a counter trade made between the parties at the true commercial value of the commodity as established by a committee under this section, plus the penalty or percentage provided in this section, and the moneys resulting from such adjustment will be applied so as to give to such person so having bought and sold, if such trades have resulted in a profit to him, or to take from such person, if his said trades have resulted in a loss, the difference between the prices at which he has so bought and sold."

In response to a suggestion by A. J. Lichstern, the directors on April 8 adopted the following resolution:

"Resolved, That it is the sense of the violation of rules committee that the words 'Chicago market only,' in the second paragraph of Section 1 of Rule 21 of the Rules of the Board shall be construed to mean in open competitive market on the exchange floor of the Board of Trade during market hours, and that such rule shall be construed so as to require all elevator owners, or operators, to sell upon the exchange floor of the association during market hours their grain 'to go to store' in public elevators owned or controlled by them."

Cincinnati.—Superintendent Culkins, of the Chamber of Commerce has made the following ruling relative to the sale of receipts of grain and hay on consignment from country shippers: "The rule of the new auction is that such receipts must be sold over the block." The question was raised by a firm that produced a letter showing that the country shipper would be willing for the firm to buy such consignments at the market without the auction. The ruling made by Superintendent Culkins is that this special agreement is void; that the regulations of the Chamber of Commerce must be followed to the letter; that setting aside of a regulation of the Chamber by special agreement would establish a dangerous precedent.

Minneapolis.—The members of the Minneapolis Chamber of Commerce on April 5 approved a resolution designed to do away with a long standing trouble regarding insurance on grain in terminal elevators and making it possible for the receiver of grain to get insurance on that grain at once. The resolution provides that "any individual, firm, or corporation making tender of warehouse receipts upon contracts for grain or flaxseed for future delivery, shall, if requested by the party receiving the delivery, cancel fire insurance upon grain or flaxseed in store in the terminal elevator issuing the receipts. The amount of cancellation shall be equal to the market value of the grain or flaxseed so delivered. If the party receiving the grain is able to secure insurance without such cancellation the party delivering is freed of the obligation prescribed."

The Chamber adopted a rule also providing that where a car of grain has been delivered to a mill or elevator on time, as ordered by the buyer, and it is not unloaded for ten business days after such delivery, the buyer shall pay to the seller on demand a cash advance on the grain equal to 90 per cent of its value.

Toledo.—The Toledo Produce Exchange has adopt-

ed the Council of Exchanges recommendation of "calendar days," as follows, effective on May 1, 1912:

"Excluding the date of sale, the time of shipment on property sold for shipment shall be reckoned from the date of receiving full shipping directions and shall be for calendar days, including Sundays and legal holidays at point of shipment.

"The term 'immediate shipment' shall mean three calendar days.

"The term 'quick shipment' shall mean five calendar days.

"The term 'prompt shipment' shall mean ten calendar days.

"When number of days are specified, said number shall include Sundays or holidays at point of shipment.

"Nothing, however, in this rule shall be construed as prohibiting special agreements."

OUTLOOK FOR OATS.

Since 1903, or in eight years, the oats acreage of the United States has increased 37 per cent, while the corn acreage has increased 19 per cent and the wheat acreage has decreased slightly. During this period horses and mules in this country have increased 27 per cent, cattle and hogs together have increased 13 per cent and the population of the country approximately 17 per cent.

The consumption of wheat is increasing proportionately to the population, while the production is at a standstill, the yield per acre being only slightly larger than eight years ago. More scientific methods are being used in the raising of wheat, but this is to a large extent offset by the fact that the soil is growing less productive each year. No further evidence is needed to show that we are fast passing from a wheat exporting country to a domestic basis.

In corn the increased acreage has barely kept pace with the increased demands for consumption, when the live stock that are fed on corn are counted as a whole and the increase in the human consumption of corn and corn products is considered.

Oats are only used as feed for horses and mules, aside from the small percentage of the crop that is manufactured into breakfast foods. There are only about 40,000,000 bushels of oats manufactured into human food in this country, and the increase in the last ten years has been less than 10 per cent, or less than 4,000,000 bushels. This is due to the fact that other cereals have to a great extent been substituted for oats for use as breakfast foods. Horses and mules are fed on corn to a considerable extent, and it cannot therefore be said that the increase of 27 per cent in these animals represents a corresponding increase in the consumption of oats. It is then a fair conclusion that the increased production of oats, when we have a normal yield per acre, has increased over 10 per cent more than the consumptive requirements in the United States.

There is no outlet for oats in an export way. Following the bumper crop of 1911 oats ruled a portion of the time under 30 cents in Chicago, and the exports for the entire year amounted to less than 2,000,000 bushels, a quantity not to be taken into consideration.

In view of the above facts it is our contention that oats are ruling relatively too high compared to wheat and corn, for in both the latter we have an outlet by sales to foreign countries whenever there is a surplus which forces the price to a moderate level, while our oats are virtually all consumed in this country.—S. P. Arnot.

There never was a history of late spring which did not mean summer weather when the late snows and frost finally left. Invariably such an unusually late spring has been followed by mild growing weather, during which vegetation made a greater and more rapid growth than in the case of an early spring. Therefore it follows that oats sown in a late spring would get a better stand, make a better growth and a larger yield than when planted in an early spring. This spring particularly, with the tremendous amount of moisture, an oats crop would be absolutely sure if planted after the ground once became warm. Last year the oats crop in the Kansas City territory was the worst in a good many years, and it was universally bad in Missouri, Kansas and Oklahoma.

The oats crop is one of the most important to the farmer. It is his forage crop. By feeding it to his stock he has been able to get a good price for his surplus crop. If therefore the present season promises a good oat crop it would be very unwise to disregard this proposition, and neglect to sow oats on account of the lateness of the season bringing the oat sowing hard on the corn planting time. With an up-to-date end gate seeder the farmer can easily sow forty acres of oats in a day's time. The fields could be disc'd instead of plowed, and the sowing done with an end gate seeder would not require any great amount of work on the part of the farmer and he could get into his fields much earlier than he could for planting corn.

The diversity of crops in this territory has been the great wealth producer of the farmer, and for him to cut down his acreage of oats because the season was late would unquestionably be a great mistake.—John Deere Plow Company Circular.

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

REPRESENTS CORN PRODUCTS CO. IN IOWA.

Editor American Elevator and Grain Trade: I have made arrangements to represent the Corn Products Co. in the state of Iowa and will send out their bids from Des Moines, Ia.

Yours very truly,
Des Moines, Ia. C. A. TOWER.

ELEVATOR BUILDING AT FORT WILLIAM.

Editor American Elevator and Grain Trade: There is quite a lot of elevator building going on at the present time. The Grand Trunk is building another annex and the C. P. Ry. also is doing some work in the elevator line. Yours truly,
Fort William, Ont. ROBT. McCALLUM.

MAY BUILD AN ELEVATOR.

Editor American Elevator and Grain Trade: I am thinking of erecting a reinforced concrete elevator, 30 feet square, with concrete floor, and also a feed house and office in this city during the coming summer. I have just engaged an architect to make the plans and to examine the bids which will be asked for as soon as the plans are ready, which will be very soon now. Yours truly,
Green Bay, Wis. EMIL HAUTERBROOK.

NEW HOUSE IN NEW ENGLAND.

Editor American Elevator and Grain Trade: We are building a storage warehouse, elevator, poultry and grain store combined. Located in the center of the business section of this city.

Messrs. G. W. and C. A. Lane, contracting and consulting engineers of Exeter, N. H., have the contract for the bins, elevators, etc., who, we expect, will have their contract completed some time in May. Yours very truly,
Lowell, Mass. J. B. COVER & CO.

NEW FIRM AT LUDLOW, ILL.

Editor American Elevator and Grain Trade: Ludlow is to have a new grain firm in Claudon & Watson who are now having plans drawn for a 60,000-bu. house to be erected on land owned by the former at this place. Both members are experienced grain men, Mr. Claudon having only a few months ago sold his plant at this place to the directors of the Farmers' Elevator Co., and Mr. Watson having been a buyer at Hopkins Park, Ill., for years. It is the intention of the new firm to handle flour, feed, coal and implements along with the grain business. Yours truly,
Ludlow, Ill. O. J. DERROUGH, Cashier.

FROM MINNEWAUKAN, N. D.

Editor American Elevator and Grain Trade: The Great Western Grain Co. have closed their house here for the remainder of the season and their agent, S. L. Myhers, has left for his home in South Dakota. The Monarch Elevator closed here on April 1, and their agent, R. W. Garber, has gone to Cando, N. D., to enter in the same work. J. A. Frank, Manager of the Farmers' Elevator Co., left April 1 for Warren, Minn., to look after his farming interests, returning the last of the week.

April 1 finds very little water in the fields and farmers are getting into them and the middle of the week will find seeding well started. There will be double acreage of Durum wheat sowed over last year, although seed is 30c a bu. higher.

The Soo Line have begun work six miles north of here on their new line. This will cut off a bunch of grain from this market but it will give a shorter haul to many farmers west of here.

Yours truly,
Minnewaukan, N. D. J. A. F.

CROPS IN THE NORTHWEST.

Editor American Elevator and Grain Trade: During the fall and winter the three Northwestern states, Minnesota, North and South Dakota, received an ample supply of moisture which penetrated into the ground sufficiently to carry the crop with normal weather conditions from now on. Some localities which did not receive as much moisture as others will require more than the average supply. These areas, however, are very restricted and in most cases have had some rain this spring.

Last fall, owing to rains and early freezing, the farmers did not accomplish the amount of field work which should have been finished before the closing in of winter. As a result, much of the plowing which should have been done then must be done this spring, with consequent delay in seeding. From present indications, it is probable that quite a large acreage will be merely disc'd and the seed sown without thorough or proper ground preparation.

The last week of warm weather has stimulated seeding tremendously, a large amount of wheat and

considerable barley being already in the ground. The acreage to be sown this year, compared with last, is wholly problematical and until seeding has progressed further it will be impossible to make an accurate estimate.

We are pleased to see an increasing interest on the part of farmers in good seed grain. This condition has been brought about through bankers, agricultural colleges and grain commission men, all of whom have urged the grain growers to use seed grain that has been tested and has shown high germinating qualities. There has been serious complaints of the dearth of good seed corn in many localities, and corn will be replaced very largely by oats and barley for feeding purposes.

Yours truly,
THE VAN DUSEN-HARRINGTON CO.
Minneapolis, April 10.

COST OF AN ANTI-FUTURES LAW TO FARMERS.

Editor American Elevator and Grain Trade: I wish to compliment you on your editorial on my article in your last (March) issue. It is very fair and competent. I have understood perfectly the motive of this rule. It is, as you say, "a sop to Cerberus," and is partially justified only by the efforts at uninformed legislation and the ignorant prejudice against this necessary and important part of the grain business. If our farmers were cognizant of the harm this anti-option legislation would do if successful, they would unanimously and strenuously oppose it.

I omitted to state in my article on "The Ethics of Trading in Grain Futures," that in Australia, where there is no future trading, the farmers are paid 15c under the market price at terminals; also, of course, less the freight, while in this country they are paid within approximately 3c per bushel less than the terminal value and freight, because of our open markets facilitating hedging sales and making this profit secure. Let our legislators figure this difference of 12c per bushel on our three principal grain crops, aggregating 4½ billions, and see what they are endeavoring to accomplish for the producers of these crops.

They are not for a moment to believe that the consumers would get the benefit of this lowering of values. In this case the elevator owners and the milling interest, with the open markets practically closed to the public, would receive about all of this difference in values, or a large proportion of it. Such legislation would deserve the application of the quotation, "fools rush in where angels fear to tread." The importance of this subject is so great that a persevering campaign of education seems to have become highly necessary. Yours truly,
Milwaukee, Wis. GEORGE W. SHEPARD.

ALFALFA MILLS IN THE PECOS VALLEY.

Editor American Elevator and Grain Trade: In the future the Pecos River Valley is going to be one of the greatest alfalfa raising districts in America; for as a feedstuff alfalfa is the best of all fodders and growing greater in demand daily everywhere, especially in the larger cities. It is for this reason that hay and feed dealers are looking to the West and, among other promising alfalfa fields, to this new location, Carlsbad, New Mexico, where there is one of the best opportunities to erect an alfalfa meal mill. There are already in operation three alfalfa meal mills in the Pecos Valley, one at Roswell, one at Artesia and one at Hagerman, all in New Mexico, and all doing a fine and lucrative business. If one is built in Carlsbad, N. M., or near by, in the midst of the alfalfa fields, it will also enjoy great success, the same as all the neighboring cities I have mentioned are having. Over 7,500 acres are already growing alfalfa and more of it will be planted every year in the future, hence you can well see the opportunity is now ripe for such an industry here.

The freight rates we can have are the same as our neighboring cities are now paying to any part of the United States. We can ship the alfalfa meal in bags, for instance, to New York City, New Orleans and Chicago, three large ocean and lake ports, where it can be sold, distributed or exported, if necessary. The meal can be mixed there with brewers' grains, which can be obtained from the large breweries in these and other cities, a mixture that makes the finest kind of feed for dairy cows and all other animals; and as this feedstuff is now used to a large extent in Eastern and Northern cities, it will become greater in demand every day.

The freight rate from Carlsbad, N. M., to New Orleans and Chicago is 36c per 100 lbs., carload lots, minimum 35,000 lbs. The rate by Santa Fe R. R., via Galveston, Texas, is 30c per 100 lbs., thence by Mallory Steamship Line to New York City, is 12c per 100 lbs., total rate, 42c to New York City. The entire output can be sold in either one of these three cities at handsome profits. It takes six days to make the trip from Galveston, to New York City.

Yours very truly,
HENRY J. LANGE.
Carlsbad, N. M.

BARLEY and MALT

Feed barley is bringing \$35 a ton in Walla Walla, Wash., and the best brewing grade about \$38 a ton. Both grades are scarce.

Announcement has been made that the Edmonton Brewing & Malting Co., Edmonton, Alta., will commence the erection of a \$250,000 plant in Edmonton.

The Canada Malting Co. is buying a large plant in Calgary, Alta., which will have a capacity of 1,000,000 bushels yearly. The plant will cost, when completed, about \$275,000.

A corporation known as the Interstate Malting Co., with a capital stock of \$850,000, has taken over the incomplete plant of the Hansen Malting Co., Milwaukee, Wis. Burton Hales of Chicago is the promoter of the company.

Lethbridge, Alta., will have a large barley elevator before fall. This makes the third large plant for barley in Alberta, and it is said that the province will now have a home market for more than 3,000,000 bushels yearly.

The high prices ruling for barley this year has been the incentive for a much larger seeding than before about Springfield, Ohio. Oderbrucker and Pedigree 13 seem to be the popular varieties in Ohio and some farmers are sowing barley instead of spring wheat.

Wisconsin raised about 500,000 bushels of pedigree barley in 1911, according to R. A. Moore of the University of Wisconsin. About half of the barley grown in the state is used for malting purposes and about one-fourth for seed, and one-fourth for feed. Only a small part of the Wisconsin crop is used as pearl barley.

The Milwaukee Chamber of Commerce is sending out circulars to the farmers of Wisconsin calling their attention to barley raising. The information in the circular deals with treatment at seeding and harvest time and the remedies for barley smut. The literature also calls the attention of the farmers to the use of barley as feed.

The Southern Pacific Railroad has just completed the distribution of seed barley along its lines in Washington and Oregon. Two Wisconsin varieties have been distributed to the farmers, each farmer receiving two bushels and full instructions for cultivating. This is the result of increased interest in barley, both for malting and feeding purposes. Some Portland seed houses are planting large acreages for barley seed.

The elevator belonging to the old Rice Malt & Grain Co. of Chicago, which is now operated by the Acme Malting Co., under lease, will be rebuilt at once by the Macdonald Engineering Co. The recently burned plant will be replaced with a building having a capacity of 250,000 bushels, built of reinforced concrete and equipped with a first-class line of malt and barley handling machinery. The whole plant will be put in operation immediately upon its completion in July, and operated to its full capacity of 1,500,000 bushels per year.

BARLEY EDUCATIONAL WORK.

The Committee of Awards, of last year's Exposition of Brewing Materials and Products, has reorganized and will in a short time issue its first circular to the farmers. These circulars will be continued throughout the whole season, and will be of a practical nature, giving the farmer such advice as he may need to show him how to raise better barley. Then it will be up to the trade to pay the farmer a good price for his barley, and we will then soon see an increase in acreage.

[Special Report.]

CHICAGO BARLEY MARKET.

BY A. L. SOMERS,
Pres. Somers, Jones & Co.

Barley during the week ending April 13 is the strongest on the crop so far. Receipts are light, with hardly enough coming to make a market. The trade is well supplied for several months to come but is left in doubt as to supplies for the remainder of the summer. A light after-seeding movement is the best that can be expected, as the stocks of barley in farmers' hands, available for malting purposes later in the season, are very small.

Reports from California and other coast territory have been unfavorable. Heavy winds and dry weather will no doubt cut the crops there materially. Lighter than average crop results are the best that is now expected.

Values today, Friday, April 12, range at \$1.10 to \$1.38 for malting kinds, mainly at \$1.20 to \$1.35. The arrivals which sell at under \$1.20 are mostly of very low quality, either thin or badly damaged, and in years of average quality would hardly be taken for malting purposes. The feed barley sells at from 85c to \$1.10, the bulk of the best of it being taken for mixing with malting qualities.

A fair increase in the barley acreage is looked for. Farmers who have raised barley, especially in the nearby territory, have met with such splendid

success that they are putting in a decidedly larger acreage. There will be a good deal of abandoned wheat acreage in Illinois, and a large portion of this at least will be seeded to barley. We have in mind a station within fifty miles of Chicago, which this past year shipped out three cars of barley, practically all that was raised in its territory; that station has already bought three cars of seed barley of choice quality, which will be distributed among the farmers in its immediate neighborhood. With reasonable good crop results, shipments of forty or fifty cars from the station in question are to be expected.

On the other hand, some of the best barley territory in the Northwest, Minnesota and the Dakotas, is said to be decreasing its barley acreage because of the high price of seed and the fact that rotation in crops is bringing about a desire to raise more oats and corn and less barley and wheat. The probability is that the totals will show a moderate increase in the acreage, however, and that with favorable conditions during the summer we will have a good big crop of barley for distribution next year.

Supplies of barley and malt are the lowest in the history of the country for this season of the year; and it is fair to presume that the trade will take hold of the new barley just as soon as it is available, and that another year of high prices will rule. We do not expect to see barley sell at from \$1.00 to \$1.50, should crops be good, but we do expect to see 5c or over barley, and at that price barley ought to pay well, even if the crop is 200,000,000 bushels or more, which would not be an impossible figure with favorable weather conditions.

The fact that the demand for seed barley is so pressing from so many directions and that it is for the very best qualities of barley is an encouraging feature. The range in barley values this season, about 60c per bushel from the poorest feed to the best malting kinds, makes it an incentive to raise better qualities and to pay more attention to the seed used. Too much wheat and black oats and seeds mixed barley has gone back into the ground for seed, in the best of the barley territory in the Northwest, and it is a step in the right direction to change to choice qualities of seed.

New Orleans in March reported 60,379 bus. of wheat, all to Latin America, and 294,712 bus. of corn of which 294,712 bus. went to the same countries.

Illinois' state grain inspection department will move into a new home on the seventh floor of the new Insurance Exchange Building during the last week of this month.

The new Dominion Grain Commission is composed of Dr. Robert Magill, professor of economics in Dalhousie University, chairman; C. C. Cassels, warehouse commissioner at Winnipeg, and Frank Gibbs, chief grain inspector, Fort William, and formerly of Ottawa.

Rosenbaum Brothers, of the Board of Trade Building, Chicago, are sending out to see the trade some very handsome lady solicitors. It should be added that these solicitors are on post cards only, and serve the purpose of calling attention to the up-to-date facilities which the firm has for handling all consignments of grain or that they will be glad to quote prices if the dealer desires to sell to arrive.

Corn at Chicago reached its highest recorded March price during March of this year. Never before had May corn reached the 70c level during March. In the last six years the price of cash corn in March has been above 60 only three times—in 1908, 1909 and 1910, all following short crops. But in years like 1910 and 1908 the price declined later in the season. "The trade is asking how high will corn sell before there is another crop marketed," says a Chicago writer for an Eastern paper. "The shortage in last year's crop was only 13 per cent, yet farm reserves are 24 per cent under a year ago, and the May price at present is 48 per cent higher than a year ago."

Jas. S. Templeton is somewhat of a humorist as well as other things; and recently broke out with some observations on the crop reporter, in this wise, taking the form of a crop expert's report: "Cairo.—Rode on the steamboat from Evansville to Cairo. Saw wheat everywhere but where it belonged. Some alongside in the current beautifully greened up. No traces of Hessian fly. No chance for chintz bug infection from old corn fields, as all the old corn fields are replaced with new deposits. Saw one corn field that came all the way from Wheeling, W. Va." Another Templeton personal report from Kankakee said: "Wheat looking fine where it can be seen. It is greening up on the high spots. Has mostly gone down the river. Will doubtless show up green, when it finds any earth to show upon." Platte City, Neb.: "All nonsense about poor seed. Wheat is sprouting everywhere, especially on top of bridges, culverts, roundhouses and other places where water has receded. Great increase in acreage, as much traveling wheat replanted on river banks, and ash beds, or will be when it stops traveling."

COMMISSION

L. J. Lawson of Lawson Bros. & Co., Chicago, returned the latter part of March from a two months' stay in Florida.

W. O. Cord will retire from the firm of Walter Fitch & Co., Chicago, on May 1 and will reside hereafter in California.

Edward R. Bacon of the Chicago Board of Trade left Chicago April 4 for a ten days' business and pleasure trip in the East.

On April 1 Ford R. Carter retired from the firm of Carter, Shimmie & Douglass of the Rookery building, Chicago, and the firm name is now Shimmie & Douglass.

The Lawther-Burgher Grain Company of Dallas, Tex., has been organized by Joseph E. Lawther, W. L. Burgher, W. M. Galbraith and others. The capital stock is \$25,000.

Dean Moberly, with the Sawers Grain Co. of Chicago, Ill., is visiting his father at Tallulah, La., where the latter has a 29,000-acre plantation. He is expected back in Chicago about May 1.

Oliver C. Cleave, who formerly managed the old Bartlett, Frazier & Carrington's office in the Congress hotel, Chicago, recently left Chicago for New York, where he is at the head of one of the branch offices of A. H. Cosparly & Co.

The McCullough Grain Co. of Wichita, Kan., will shortly open a branch office in Hutchinson, Kan. It will be under the management of John Holmes, who was formerly the manager of the Farmers' Co-operative Association in Lewis, Kan.

Walter Fitch & Co., who have for many years past occupied their present location on the first floor of the Chicago Board of Trade, will remove their offices on May 1 into the new Insurance Exchange building which is now being completed adjoining the Board of Trade.

The H. Weber Company of Cincinnati, Ohio, was recently incorporated with a capital stock of \$20,000 to deal in grain, hay and feed. The incorporators are Henry Weber, Frederick Popmoeller, Agnes Weber, Mary C. Popmoeller, Bernard Popmoeller and Harry J. Weber.

Wallace M. Bell, former president of the Milwaukee Chamber of Commerce and one of that city's foremost grain merchants, recently underwent an operation for appendicitis. The operation was successful and he is soon expected to be able to attend to business as usual at the office.

M. L. Vehon & Co., of Chicago, in order to keep pace with their increased business and to further equip themselves in handling the business, have moved their office from the Postal Telegraph Building to Suite 762, Insurance Exchange Building, where all communications should be addressed them after April 10.

The Interstate Grain Co. of Sioux City, Iowa, went out of business voluntarily the last of March and its offices in the Grain Exchange building are now occupied by the Flanley Grain Co., which commenced business April 1. C. C. Flanley, who was in charge of the Interstate Company, is at the head of the new organization.

Henry W. Rogers, president of the Rogers Grain Co. of Chicago, celebrated his eightieth birthday recently and was the recipient of numerous gifts, including a large bunch of roses from his friends on the Board. Mr. Rogers is the oldest ex-president of the exchange and has served the Board in many capacities during his long business career.

The Chicago Board of Trade weighing department will have new and enlarged quarters in the Board of Trade building after May 1. On that date the room adjoining the present offices will be taken for the weighing and custodian department. Chief Weighmaster H. A. Foss will have new private office in the extreme corner of the building and new furniture and fixtures will be added to give every facility to the working departments.

T. J. Stoffer, sole owner and proprietor of the Alder-Stofer Grain Co., consignment specialists of Buffalo, N. Y., presents this month to the trade an ink blotter of sufficient size to embrace a handsome reproduction of the painting "A Chip of the Old Block." It represents a young boy with gun and dog in the foreground of a field covered with corn in the shock. Just a few lines on the blotter give the history of this popular Buffalo firm and its development and changes since its establishment by W. W. Alder in 1872.

Students of fine letter head printing can find a model in the new design just adopted by J. F. Zahm & Co. of Toledo, Ohio. The style of type and arrangement originated with Fred Mayer, with the aid of one of the local printers of the city. As a harmonious presentation of the firm name, its members, the business, the date of establishment, the location of the house and the reference to the well known "Red Letter" it leaves nothing that the expert could improve upon and is as "classy" as the general reputation of this Toledo firm.

ASSOCIATIONS

Harry W. Kress of Piqua, Ohio, has been appointed by President Wayne as chairman of the committee on telephone and telegraph service of the National Association to succeed Edward Beatty, who was made chairman of the membership committee.

The following named firms have been received into membership in the Illinois Association during the past month: Ike Livingston Grain Co., Bloomington; Jackson & Shehan, Dunlap; Vennum & Co., Fisher; P. W. Poorman, Humboldt; Lexington Grain Co., Lexington; Bingham-Hewitt Grain Co., Louisville, Ky.

Secretary G. J. Gibbs of the Texas Association reports that San Saba Grain and Feed Co., San Saba, Texas, has been admitted to membership; that the application of Carter Grain Co., Bay City, is pending; and that M. D. Chastain Grain Co., Ballinger, and People's Oil and Cotton Co., Wharton, have resigned, both having discontinued handling grain.

Forty brokers and grain and produce dealers of central West Virginia have just organized the West Virginia Brokers at Clarksburg, W. Va. W. T. Wiley, Grafton, is president; Guy H. Earl, Clarksburg, vice president, and W. T. Triplett, Jr., Clarksburg, secretary-treasurer. Uniform rules and regulations for grading products handled, arbitrating claims and looking after freight rate discrepancies are the objects of the organization.

At a meeting of the directory of the Texas Association on March 22, a committee of three of its members was appointed to confer with a like committee of the Texas Millers' Association for the purpose of perfecting trade rules for handling the growing crop of wheat. There are now existing no trade rules, and because of that lack some differences have arisen from time to time; and to avoid that trouble in the future business between the two it is deemed best to agree on rules that will be mutually satisfactory. The committee named is G. J. Gibbs of Fort Worth, J. T. Stark of Plano and F. G. Moore of Fort Worth.

The following are new members of the National Association since last report: Arkadelphia Grain Co., Arkadelphia, Ark.; W. H. Gardner Grain and Milling Co., Bellevue, O.; Long & Long, Convoy, O.; Bowers-Neblick Grain Co. and Gillig & Son, Decatur, Ind.; F. C. Ayers Mercantile Co., Denver; Des Moines Elevator Co., Des Moines; W. S. Moore Grain Co., Duluth; Nathan Grain Co. and Mayflower Mills, Fort Wayne, Ind.; Dixon & Ethridge, Goldsboro, N. C.; Franke Grain Co., Milwaukee; W. P. Devereux Co. and Merchants' Elevator Co., Minneapolis; J. A. Meadows, New Bern, N. C.; D. P. Reid & Bro., Norfolk, Va.; Beaty & Doan Co., Ossian, Ind.; Cockade City Mills, Petersburg, Va.; Dunlop Mills Co. and Mayo Milling Co., Richmond, Va.; Tidewater Brokerage Co., Inc., Suffolk, Va.; Elliott & Myers, Superior, Neb.; J. W. McMillen & Son, Van Wert, O.; Johnathan Havens, Washington, C. D.; D. L. Leas, Waterloo, Ia.

In the campaign for new members of the National Hay Association J. Vining Taylor reports that as secretary he has secured 52 new members; that J. D. Cole of Kansas City, Mo., has secured 14; and that the following named gentlemen or firms have each secured one (making a total of 102), to wit: Huffine & Co., Kansas City, Mo.; W. W. Watson, Inman, Neb.; Walter Bros., Philadelphia; P. E. Goodrich, president, Winchester, Ind.; Harry Winer, Chattanooga; E. D. Bailey, Clarksburg, W. Va.; Hay Trade Journal, Canajoharie, N. Y.; B. F. Shields, Seattle; Gustav Herzer, Jr., Baltimore; Bonacker Bros., Tampa, Fla.; T. G. Maddox, Louisville, Ky.; Miller-Jackson Grain Company, Tampa, Fla.; A. Showalter, Keystone, Ind.; E. G. Rich, Ledyard, Ia.; C. T. Wade, Farina, Ill.; S. C. Croyley, Washington; Bruce & Dyer, Kansas City; E. Trammell Company, Norfolk; C. S. Briggs, Fowler, Colo.; C. L. Spencer, New Bern, N. C.; C. G. Egley, Fort Wayne, Ind.; Albert Todd, Owosso, Mich.; National Hay and Grain Reporter, Chicago; B. W. Barksdale, Lynchburg, Va.; J. H. Wallace, Windsor, Ill.; E. Wilkinson, Birmingham, Ala.; J. F. Shields, Chetopa, Kans.; Bridge & Leonard, Chicago.

ILLINOIS ANNUAL MEETING.

The Peoria Board of Trade has appointed Louis Mueller (chairman), L. H. Murray, F. B. Arnold, J. A. Spears and D. D. Hall as executive committee to have general charge of all arrangements for the nineteenth annual convention of the Illinois Grain Dealers' Association, to be held in that city on June 11 and 12 next. Other committees are as follows:

Entertainment—T. A. Grier, chairman; J. H. Ridge, Grant Miles, H. H. Dewey, G. A. Clark, R. H. Hammel, G. H. McHugh, T. J. Pursley and L. C. Emerson.

Finance—T. G. Jacobs, chairman; John Thode, N. R. Moore and J. S. Bocock.

Press—T. C. Harker, chairman; E. S. McClure, J. M. Van Nuys and F. L. Wood.

Headquarters will be at the Jefferson Hotel, and the convention will be held on the mezzanine floor.

Those desiring to have rooms reserved should address Horace Wiggins, manager of the Jefferson Hotel.

ILLINOIS ASSOCIATION DIRECTORS.

The board of directors of the Illinois Grain Dealers' Association held a meeting in the Jefferson hotel, Peoria, April 4, 1912. On roll call there were present Lee G. Metcalf, president, Illiopolis; S. C. Taylor, vice-president, Kankakee; H. I. Baldwin, treasurer, Decatur; directors, A. G. Tyng of Peoria, H. T. Truby of Joliet, G. W. Cole of Bushnell, J. E. Collins of Atwood, U. J. Sinclair of Ashland and S. W. Strong, secretary, Urbana.

The final arrangements were made for the nineteenth annual convention of the Association, which will be held in the Jefferson hotel, Peoria, on June 11 and 12 next. Committees were appointed to take care of all details and to arrange the program. There is such a widespread interest in grain matters at the present time in so many various ways that there will be a very full program in order to cover all the topics, and able speakers of national reputation will be secured, who will give the shipper the fullest and most authoritative information on subjects in which he is vitally interested.

The various standing committees of the Association made reports. That of the scale committee is one of the most interesting topics to the trade. No shipper can afford to let his scales go without being put in proper shape when he can have them examined and repaired at the very nominal charge of the Association. Their scale expert, Mr. Clay Johnson, has orders for two to three weeks in advance all the time.

R. C. Baldwin, chairman, read the report of the

ing the Association with a new register. His proposition was accepted unanimously and enthusiastically by the directors.

The Secretary made a financial report, which showed the Association's finances in a very satisfactory condition.

Lee G. Metcalf, President, and S. W. Strong, Secretary, were appointed to act with the committees appointed by the Peoria Board of Trade to arrange for the annual convention.

COMING MEETINGS.

The annual meeting of the Indiana Grain Dealers' Association will take place at the Board of Trade Building, Indianapolis, on June 14 and 15.

The nineteenth annual convention of the Illinois Grain Dealers' Association will be held in the city of Peoria on June 11 and 12, 1912; Jefferson Hotel headquarters.

The annual meeting of the Texas Grain Dealers' Association will be held at Fort Worth on May 23, 24 and 25.

The Hay and Grain Producers' and Shippers' Association of Northern Ohio will hold a meeting at Lima on April 19, and a "big time" is expected.

OHIO STATION POINTERS.

Among the many agricultural pointers put out from time to time by the Ohio Agricultural Department under the direction of Secretary Sandles a recent bulletin has the following:

Which variety of wheat possesses superior milling value? This question was sent to Ohio grain dealers and Ohio millers. The answers showed that the



READING FROM LEFT TO RIGHT—E. M. WAYNE, GEO. B. COLE, A. G. TYNG, W. J. SINCLAIR, LEE G. METCALF, S. C. TAYLOR, H. I. BALDWIN, S. W. STRONG, J. E. COLLINS.

claims committee, and recommended some very radical changes in the mode of procedure, which were adopted by the board by unanimous action. The main points were, the changing of the office of the claims department from Bloomington, under direction of Attorney Wm. R. Bach, to Urbana, and putting it in charge of the secretary; and reducing the fees to 10 per cent of the amount collected, the minimum fee to be 50 cents. Mr. Bach was retained as attorney for the Association, and will conduct all prosecutions ordered by the claims committee.

No claims which have been filed by the claimant direct and refused by the railroads will be accepted by the department for collection or prosecution, and no claims will be filed for non-members. If a claim is filed by a member and refused by the railroads and the claims committee believe it is a valid demand, it will be prosecuted without expense to the claimant. All the net earnings of the claims department, and in addition \$1 per capita of the membership annually, was set aside as a fund for the prosecution of claims, and hereafter every member of the Association can have his valid claims collected either by negotiation or a suit for the nominal fee of 10 per cent for the amount collected. This arrangement applies only to three classes of claims: Loss of grain in transit, loss in market value by reason of delay in delivery and loss in grade on account of delay in delivery.

The board of directors completed the revision of the Constitution and By-Laws, as ordered by resolution at the eighteenth annual convention, and it will be presented to the convention in June for adoption.

E. M. Wayne, of Delavan, president of the Grain Dealers' National Association, was present, and made some very interesting remarks with regard to that organization.

W. T. Cornelson appeared before the board in relation to the question of increased railroad rates.

The Secretary informed the board that the register used for registering names of dealers in attendance at annual conventions, which was presented by Reynolds Bros. of Toledo, Ohio, to the Association in 1909, was filled with names; and immediately H. I. Baldwin of Decatur begged the privilege of present-

Pool, Fultz and Mediterranean varieties were strong favorites not only with the grain dealers but with the millers also.

Does the mixing of all varieties of wheat in a car affect the price paid to the farmer? 136 grain dealers said "yes" and 55 said "no"; 49 millers said "yes" and 7 said "no." Farmers could add 5 cents to the price of wheat per bushel by growing one variety in the same community so as to ship car-load lots of one variety.

Millers and grain dealers both agree that dirt and weed seeds in wheat tend to lower the price fixed for a community. The good quality mixed with poor quality brings the price down to fit the poorer quality. Better standards and higher quality in a whole community will soon establish a reputation that will win better prices for the products of that community.

Are wheat and corn injured by too early harvesting? 170 grain dealers said "yes" and 41 said "no"; 36 millers said "yes" and 11 said "no." Ninety-six per cent of Ohio wheat is of red variety. Its market price the state over is 3 cents higher than that paid for white wheat, and in some places it sells for 10 cents more per bushel.

To produce one barrel of flour requires 4 bushels and 33 pounds of wheat No. 1; of No. 2, 4 bushels and 43 pounds are required. The average price of flour per barrel as reported by grain dealers and millers for the state was \$4.80. Is retail price of flour in fair proportion to price paid to farmer for his wheat? 162 grain dealers said "yes" and 11 said "no"; 47 millers said "yes" and 7 said "no."

Specializing in other crops by farmers tends to reduce the production of wheat in Ohio to such extent as to materially decrease the amount of business done by grain dealers and millers. Higher prices for wheat will turn the tide.

A bushel of wheat does well to multiply itself by 20 when used in planting. A bushel of corn will multiply itself 300 times or more. Good seed corn this year is cheap at any price.

Both millers and grain dealers agree that yellow corn is preferred to white for milling purposes, and price is from 1 to 5 cents higher per bushel.

The first indications of wheat business in new crop grain from gulf ports for export was reported on April 5. Galveston reported an offer of three loads of new No. 2 hard wheat for first half of August shipment from that port at \$1, but the wheat had not been accepted.

IN THE COURTS.

W. N. Hind has been appointed a receiver in bankruptcy for the Standard Hay & Grain Co., Covington, Ohio.

Schuyler W. Scott of Buffalo, N. Y., a grain dealer, has filed a petition in bankruptcy stating his liabilities to be \$4,777 and his assets \$35.

Judgment has been recovered against the McKellar Grain Co., Toronto, Ont., by William McKerrow & Co., of Liverpool, England, for \$2,013, due on a defaulted contract for oats.

The Washburn-Crosby Co. has received a verdict of \$549 against the Davidson Steamship Co., at Buffalo, N. Y., for damages to a shipment of grain made by the Washburn-Crosby Co.

John V. Schatz, a grain dealer of Odessa, Wash., has filed suit against George Heimbeguer and wife to collect \$942 alleged to be due him by reason of an unfulfilled contract which the defendant entered into with him.

The Delaware, Lackawana & Western R. R. is in trouble with the Federal courts over a charge of transporting hay to its mines at Scranton, Pa., free of charge. The government charges a violation of the commodities clause of the Hepburn act on 20 counts.

The Ohio Hay & Grain Commission Co., Findlay, Ohio, has filed a suit to recover \$2,504 from the Toledo & Ohio Central Railway. Excessive freight charges and delays in shipments are the basis for the suit, which is similar to one filed a few weeks ago against the C. H. & D.

Knight & McDougal, of Chicago and New York, have brought suit to recover against the Delaware & Hudson Railway losses by the failure of the Durant & Elmore Co., of Albany, to whom they had advanced \$212,000 on fraudulent bills of lading issued by the agent of the defendant railway.

The Northwestern Elevator Co., Minneapolis and St. Paul, Minn., has brought five suits in the district court to recover \$2,212 from the Great Northern R. R., alleged to be due on shortages in consignments of grain received and entered on the bills of lading and the amount delivered at the terminals.

C. C. Reiger and H. D. Bertuleit were indicted at LeSueur Center, Minn., recently. The indictment charges that as officials of a cereal company they disposed of over 80,000 bushels of grain without authority. Later they went into bankruptcy, it is charged, depriving two Milwaukee, Wis., firms of about \$40,000.

A. C. Croft, of Moulton, Iowa, has pleaded guilty to conspiracy in the burning of the A. C. Croft & Co. elevator at Moulton, Iowa, last August, which was insured for \$16,500. He and his confederates, James Hendon and Richard Hendon were sentenced for three years. Application for parole has been made already.

The Union Grain & Elevator Co., of Omaha, Neb., has brought suit in the district court for \$1,000 damages against the W. O. Kay Elevator Co. It is claimed that the defendant company contracted to furnish four cars of Idaho barley, but that it furnished only two cars, and the failure to fill the contract damaged the plaintiff.

The affairs of the Acme Mill & Elevator Co. were brought to a close at Hopkinsville, Ky., April 6, when the courts made the final order for the distribution of the assets of the company. The stockholders will get no returns on their money, while those who put up additional money to attempt to tide the company over its bankruptcy will receive about 40 cents on the dollar.

The Farmers' Elevator Co., of Crooks, Iowa, has brought suit against F. J. Parkhurst and J. M. Hasty, alleging breach of contract. The company declares that Hasty, acting as Parkhurst's agent, contracted to deliver a certain amount of corn at the company's elevator and the company claims damages to the amount of \$900 and also for \$200 additional because of the rise in price of grain.

The court of appeals in Tennessee has affirmed the decision of the lower courts in the case of the Hardy Grain Co., a litigation that grew out of the failure of the Hardy Grain Co. of Union City, Tenn., several years ago. The suit was brought by the trustees in bankruptcy to avoid certain transfers of property and notes by the bankrupt company. The court denied the bill of the trustees in every particular and ruled against the defunct company, upholding the decision of the lower court.

The cases of the administrators of the estates of Ralph Haire, Clarence Shufelt, Hodley Holcomb, and of Mrs. M. G. Anderson, against the Quaker Oats Co., have been settled and the company has paid all costs. The cases arose out of the destruction of the elevator at Richford, Vt., in October, 1908, when 17 persons were killed. Settlement was made with heirs or representatives of all the victims except those named and W. H. Barney. Mrs. Barney recovered \$14,000 and the verdict was sustained by the Supreme Court. The Haire case was settled for \$2,500, the Shufelt case for \$2,000 and

the Holcomb case for \$1,500. By agreement the Anderson case was referred to arbitrators.

James S. Patten of Chicago, Ill., and others, were awarded damages to the amount of \$1,000 in their suit against the Davidson Steamship Co., Buffalo, N. Y., for damages to a cargo of grain shipped in 1908. It was claimed that the grain was damaged while lying in the vessel's hold that winter.

Suit for a dissolution of partnership and the appointment of a receiver has been filed in court by Walter Kyle against James W. Rodgers. William Stewart has been appointed receiver. Kyle sets forth in his petition that he and Rodgers have been running a store at Monroe, Ohio, and elevators at Oakland Station and Kyle, Ohio. He also states that they have assets worth \$11,000 and liabilities amounting to \$10,000; that they are unable to agree about business matters, and that it will be for the best interests of the creditors if a receiver is named to take charge of the assets, conduct the business and pay the claims.

H. W. Buckbee of Rockford, Ill., has instituted an attachment suit against T. S. Rice of Waterloo, Neb. A levy was made on \$1,700 which is in a Rockford bank to the credit of Rice. The action was instituted to safeguard Buckbee in case a car of seed corn he bought from Rice fails to come up to test. The car had been shipped with draft attached to bill of lading, and Buckbee wanted to pay after the corn was tested. Rice would not agree to this; so Buckbee paid the draft, took the corn, and then attached the money in the local bank. If the corn comes up to test the attachment will be withdrawn and proceedings stopped, and Rice will receive his money.

Construction of Transaction in Grain and Right of Counterclaim.

A resident of North Dakota shipped parcels of grain to a firm of Duluth commission men until finally they owed him, as they admitted, \$325.67; but, when sued by him, they set up a counterclaim for \$599.93 for loss claimed to have been sustained by them upon a shipment by them to him of 2,000 bushels of corn which was refused by him and then resold by them at a loss to said amount. Whether such a counterclaim could be interposed apparently depended on what their legal relations were—whether in the last transaction the defendants were factors or brokers. If the transaction was one of brokerage and a matter in which the defendants acted in the capacity of brokers for the plaintiff, the action of the trial court in striking all evidence of a counterclaim from the record and advising a verdict for the plaintiff was proper. The defendants, however, contended that they acted for the plaintiff as factors for him. If so, they had the right to purchase in their own names and could urge their counterclaim for damages based on the plaintiff's refusal to accept the grain so purchased for him. A factor is an agent who is employed to buy or sell property in his own name, while a broker is strictly speaking a middleman, or intermediate negotiator.

The transaction in question, the Supreme Court of North Dakota says (Turner vs. Crumpton & Crumpton, 130 Northwestern Reporter, 937), was an order from a purchaser (the plaintiff) to this commission firm (the defendants), directing them to procure immediately the corn at Duluth or Minneapolis, wherever cheapest, with explicit instructions for immediate shipment to such purchaser. The order was complied with to the letter; and immediately full information of the purchase, including quantity, price, and shipment, was communicated to the purchaser. Had the defendants owned the corn when the order was received and filled the order by immediate shipment to the plaintiff, it would have been an ordinary purchase and sale; but the plaintiff was in the elevator business, and the order was given to the commission firm usually used by him as his selling agent of grain purchased in the course of his business and shipped to them to sell for him. Instead of the usual sale, this order was for a purchase, directing his commission men to obtain and send him the corn immediately.

Under the terms of the employment the commission agents were by necessary implication given authority to purchase in their own names. The order necessarily implied the advancement by them of their credit or money in the procurement of the grain for shipment. Under this state of facts they bought the corn, paying for it themselves, immediately shipping it to the plaintiff, and, instead of accompanying the consignment with the usual bill of lading, charged the plaintiff's account therewith. They owed him on open account over \$300 as a balance due on previous consignments shipped to them for sale; it was but natural that they should charge his account with this transaction of a similar nature.

The Supreme Court concludes that the evidence showed that the employment of the defendants by the plaintiff was under a contract authorizing them to act as factors for him and not as his brokers. As such factors they were authorized to construe

the letters as a direction to purchase as a necessary incident to the procurement of the grain to be sent to the plaintiff. But granting, for the sake of argument, that the letters were ambiguous as to their authority so to act, the defendants had acted in good faith under the construction that they should purchase in their own names and ship, and they thereby acted as factors of the plaintiff and he was bound by their reasonable construction of the order to that effect. They had in previous dealings acted as factors in selling grain; and if the plaintiff did not intend they should act in such capacity and should so construe his order, his directions should have been unambiguous in that particular. As factors, the defendants had the right to purchase grain in their own names and ship the same to the plaintiff, retaining title in themselves as security for their advances to him; and they were entitled to prove their counterclaim.

Liability of Sellers of Corn.

A firm of grain dealers at a point in Nebraska, on or about January 4, 1909, entered into an agreement to sell to a company 5,000 bushels of No. 3 white corn at 50 cents per bushel, f. o. b. their track, during said month of January. They apparently found difficulty in obtaining corn of the required kind and grade and to February 11 had shipped but one car load, containing about 1,173 bushels. Correspondence and oral negotiations upon the subject were had between the parties at frequent intervals for a period of two or three months, the company frequently calling upon the defendants to complete the delivery and the defendants explaining their inability to secure corn of the agreed quality. Finally, on April 20, the company went into the market and bought corn to the amount necessary to satisfy the contract, paying therefor 73½ cents per bushel, and subsequently brought suit to recover the difference between the contract price of the undelivered corn and the price at which it was purchased on the market.

The Supreme Court of Iowa holds (McCaull-Dinsmore Co. vs. Fritsson Grain Co., 131 Northwestern Reporter, 760) that as the time of delivery was prolonged to accommodate the defendants and as in their correspondence on that subject they continued for weeks after January 31 to treat their contract to deliver the required amount of corn as still obligatory upon them and offered no suggestion that the plaintiff had waived or lost any right by failing to close the deal by purchase in the market at the end of that month, they could not set up that under the rules of trade failure to deliver the corn during the month of January authorized the plaintiff to go into the market on the last day of that month and purchase it and charge to the defendants any loss thus suffered, but as the plaintiff failed to exercise that option it thereby waived all right to recover damages on account of the nondelivery.

Again, the court says that the most that could be inferred from the manner in which their dealings were carried on after January 31 was that strict time of delivery was waived and the defendants given the privilege to make it within a reasonable period thereafter. The plaintiff waited until April 20, and then, after repeated and urgent requests of the defendants to furnish the corn, went into the market and bought it. This the court thinks it rightfully could do, whether the act be measured by the standard of trade rules or by well established principles of the law of sales. It was doubtless true that owing to the limited supply of corn of the proper grade and the advance in market values the deal was an unprofitable one for the defendants, but so far as appeared from the record there was no unfairness in the transaction. The conclusion of the trial court, that the defendants were justly indebted to the plaintiff for the difference between the agreed price of the undelivered corn and the price at which it was purchased was the only one which was fairly deducible from the record, and it is therefore affirmed.

"High prices for oats are attracting attention of farmers in all parts of the country, and in many there is expectation of an increase in acreage, but the desire to raise oats, now relatively so high in value compared with the usual price, may be defeated by the extra cost of seed grain," says the Minneapolis Market Record. "Prices are well up, from Maine to Texas. In the latter state, where sowing is under way, advices state there will be substantial increase of this crop. The area of this grain has increased little in late years, though nearly abreast of the increase of animals to consume them. High prices have come, perhaps, more from low yield per acre than from too small acreage. Barley acreage was also smaller in 1911 than in several of the late years and production decreased to a still greater per cent. Prices are relatively above the other cereals and should encourage a larger acreage, though profits are handicapped in the main by the large proportion of low grade and no grade production, which with the high cost of seed may discourage larger acreage this year."

The CO-OPERATIVES

The Sibley (Ill.) Grain Co. in March declared a 10 per cent dividend.

The Farmers' Elevator Co. of Colo. Ia., declared a dividend of 20 per cent on 1911 business.

The stockholders of the Elysian (Minn.) Elevator Association have offered their elevator and feed mill for sale.

The Farmers' Elevator Co. of Roseau, Minn., last year handled 85,000 bus. of grain and earned \$3,333.12 net.

The Farmers' Elevator Co. of Neligh, Neb., paid 10 per cent for 1911, and has sold \$7,500 additional stock, raising the total to \$40,000.

The Farmers' Elevator and Fuel Co. of Austin, Minn., declared a dividend of 12 per cent on work for 1911, making 102 per cent paid in five years.

The Farmers' Elevator Co. of Delavan, Ill., for 1911 paid \$500 for improvements; added \$1,500 to the surplus, and declared a 20 per cent dividend.

The Radcliffe (Ia.) Farmers' Elevator Co., which has been paying 8 per cent dividends, on March 16 increased the regular to 10 per cent, and added an extra of 6 per cent.

The Eagle Grove (Ia.) Farmers' Elevator and Supply Co., on March 13, reported net profits of \$11,231.82 for the year past. The directors ordered a dividend of 28 per cent, and \$4,000 carried to reserve.

The Watkins (Ia.) Grain Co., on March 15, reported handling in 1911-12 (to March 1), 139,450 bus. of corn, 125,000 of oats, 921 of barley, 347 of wheat, and 500 lbs. of timothy and clover seed, besides coal, tile, etc. The dividend was 10 per cent.

The Green Mountain (Ia.) Farmers' Elevator Co. in 1911 made a net profit of \$3,535.19, or 59.4 per cent on the capital. The business for the year totalled \$193,570.23 (390,825 bus. handled), conducted at a cost of \$2,448.45. The assets are \$24,975.75; liabilities, \$17,103.25.

The Toluca (Ill.) Elevator Co. held the first semi-annual meeting in March, and the report showed 333,629 bus. of grain handled at a gross profit of \$6,063.43, or \$4,952.98 net. The capital stock is \$10,000; total assets, \$31,074.51. A dividend of 6 per cent was ordered and \$2,840.98 carried to surplus.

The statement was made in the Saskatchewan legislature recently that the Co-operative Elevator Co. (state aided) last year built 45 elevators. For this year there are already 50 companies organized, with personal applications for 150 more. The problem now, he said, is not how to keep the system going but how to prevent its running wild.

A business aggregating \$123,740.98 was done in 1911 by the Gilman (Ia.) Farmers' Elevator Co. at a cost of \$2,460.60 and a net profit of \$4,262.69. The company bought of its members 337,917 bushels of grain, paying for it the sum of \$124,693.89. In addition to grain the company handled coal, mill feed, flour, binding twine and other staple commodities used by farmers.

The Plainfield (Ill.) Grain Co.'s annual meeting was held on March 15. The report showed that 1,187,589 bus. of grain had been handled at the three stations, Plainfield, Caton Farm and Frontenac. The profit was \$8,814.40, and a dividend of 6 per cent was declared. The assets of the company are \$90,853.35; liabilities, \$82,338.45; including capital of \$25,000 and bonds, \$20,000.

The directorate of the Farmers' Grain Association of Illinois held an all day session at the Hills Hotel, Bloomington, and among other things developed a plan for dividing the state into seven districts and to place a field man, or district superintendent, in each of the several districts to look after the interests of the organization. Arrangements were also made with the O. M. Rogers Company of Chicago to handle all of the claims of members of the Association against the railroads.

NEBRASKA FARMERS' ELEVATOR ASSOCIATION.

A division meeting of the Nebraska Farmers' Co-operative Grain and Live Stock Association was held at Lincoln on March 28 with about 50 members from the southeastern division of the state. Reports made from the towns were to the general effect that while as a rule the local companies were doing fairly well the farmers of the neighborhood of the elevators are not taking very much interest in co-operation. One delegate said he thought the farmers are "quitters"; that they do not back independent elevators. It seemed to be the opinion that while the stockholders' meetings are poorly attended, interest in the elevators is better now than it has been for several years.

J. W. Shorthill, secretary of the state association, made a plea to those present who are not members of the association to join at once, pointing out what in his views were the advantages to be gained from such membership. The chief of these, he said, is the fact that an association is much better able to deal with the railroads and other corporations than

are individuals. Mr. Shorthill also discussed the proposition of forming a mutual insurance company among the independent grain dealers, but no action was taken upon this matter.

The evening session was devoted to a discussion of the ways and means of installing a better system of accounts by the farmers' companies. It was admitted by all those present that the associations are sadly behind the times in the matter of keeping their records in a systematic and businesslike manner.

"When I was here to attend the meeting last year," said Secretary Shorthill, "I went over to the State Journal office and asked the business manager about his accounting system. He told me that the company had just spent \$3,000 in installing a new system to be used in handling the business. He said that he found that in the long run it paid to spend even as large a sum as this to get the business systematized and up to date. And that is just what we must do if we ever expect to compete with the old-line companies."

Resolutions were adopted recommending to the state association that a mutual insurance company be formed and that district meetings of managers be held as often as practicable.

The insurance proposition was discussed at some length; and it was agreed that such an idea was feasible and for the best interests of the farmers of the state. C. J. Messerole of Gowrey talked briefly on insurance, paying particular attention to that form which interested the elevator men.

This was the sixth meeting of the kind held in Nebraska during March. The meeting of the state association will be held in Omaha at a date to be determined later.

ILLINOIS FARMERS CONVENTION

The Illinois Farmers' Grain Dealers' Association held a successful annual meeting at Champaign in March, probably 500 farmers being present.

As usual, the proceedings were not strictly confined to the Association's relations to the grain trade or the study of the details of the grain trade by the constituent members of the Association. There were the usual flights of oratory by the representative of the city and its business, and the response before the Association got down to work with President Wallbaum's address and Sec'y McCreery's report. The former said that the past year had been a progressive one for the association, inasmuch as a great many new elevator companies had been organized throughout the state, and others already organized had been given material aid in helping them out of troubles which had arisen. "This co-operative movement is really in its infancy yet," said he, "and so our primary object should be the handling of our grain. Therefore, keep near the shore and stick to the handling of the grain while here in convention. By being conservative only can we accomplish the end towards which we are striving."

Secretary McCreery reported that over 100 elevator companies throughout the state are members of the association. "However, the best thing we have done has been accomplished in the past ten days," said he. Mr. McCreery referred to the recent ruling of Dr. Wiley which affected corn and oats in transit and required the pure shipping grain. "It almost tied up the grain business," said he, "and in parts of Iowa it did tie it up."

Then the "Cost of Living" was taken out of the box, whereupon Francis B. Atkinson of Chicago, secretary of the Federated Marketing Club, said: "There are too many grocery stores. One could conduct the business more economically and more efficiently. In Chicago we proposed to one grocer in each district to handle the trade, and pay rebates in money instead of premiums. Every grocery store should be made an exchange between the country store and city trade. Under the present system, the middleman assumes all the risk where there should be no risk."

Another diversion was S. H. Greeley's resurrection of a composite edition of a series of speeches made by him some twelve years ago, more or less, against the "elevator trust" of Chicago, with some modern names attached. The condition of the farmer, of trade, of society and all the rest would be painful if time had not moved on since Mr. Greeley first built this address and brought its usual betterments instead of the "worsements" Mr. Greeley thinks did come.

E. G. Dunn of Iowa, now a candidate for governor, said he resigned as secretary of the Iowa Association because "it asked him to do more than it was willing to pay for." He warned the delegates against this practice, advising them to give their officers good salaries and not expect them to do something for nothing. One reason of the failure of managers, he believed, is that they do not feel proud of their positions, do not take as much interest in their work as they should, and do not familiarize themselves with every detail of the business. The right kind of a manager will know more than the directors or any one else connected with the company. He will be the company and should be the biggest man in that company.

In speaking of the managers in Iowa and their

power, Mr. Dunn said they could elect any man to office or beat any candidate they wanted to, from governor down to the minor officers.

F. S. Betz, as a conclusion of his analysis of the comparative merits of co-operation and private initiative in business, leaned toward co-operation, but probably this did not go as far as to make it applicable to the ownership and conduct of his own business of a farmer.

A uniform contract for the purchase of grain by all managers in the Association was proposed and approved.

The sum of \$575 was raised by private subscription for the "field work" of the Association, to be expended by the Secretary under the direction of the board.

One of the most thoughtful addresses of the meeting was that of B. F. Harris, of Champaign, president of the Illinois Bankers' Association, who said, among other things, that the Bankers' Association "is so much interested in promoting agricultural interests throughout the state that it had been accused by some outside banks of an endeavor to make an agricultural institution of the Association. Our policy only touches banking in some high places; otherwise it gets right down to the soil. We felt that the agricultural proposition was a great deal like the boy who said that 'ma said pa was a self-made man but that he ought to have had some help.'"

"Forty-seven per cent of the people of Illinois are agriculturists, yet we haven't done much in the way of agricultural education being taught in the schools throughout the state. The present movement should not be 'back to the farm,' but rather, 'back up the farm.'"

He spoke of the attempt which will be made at a meeting during the latter part of this month to draft a bill which will be aimed to promote agricultural education in all of the public schools throughout the state. He also stated that the Bankers' Association was also interested in the securing of better road laws and is standing for bank supervision throughout the state, whereby the banks will be compelled to furnish information about themselves to the men who wish to borrow money, who has to give information to the bank as to his security and business before he gets that money. "We want your help in making the banks of Illinois the best in the country in every way."

Mr. Harris is of the opinion that the state bankers should have supervision over and pass on each applicant to sell bonds and stocks in foreign concerns. This method would undoubtedly do away with many "blue sky" sellers, and would tend to keep money in circulation in the community in which it really belongs.

Speaker Adkins pleased the managers by appealing for decent salaries for them. The manager, he said, should be paid commensurate with his necessary attainments. "If you expect your business institution to grow," said he, "you must make it a material object to the man you place at the helm. The success of the institution all depends on the loyalty and industry of the manager. Pay your manager enough so he can't afford to quit his job."

Bert Ball of the Corn Improvement Committee was present, and plead for both better seed corn and for use of the approved methods for testing its quality.

Sam'l Hampton, an Oklahoma farmer, talked on speculation in cotton and grain, which, of course, he denounced as gambling. B. F. Staymates of Clinton, and others, talked on somewhat similar lines of complaint about "Chicago" and the gamblers, and opponents of co-operation.

The report of the committee on resolutions was long and comprehensive. It thanked the city of Champaign for hospitality; "noted with pleasure" the improvement at the University; thanked Congress for the experiment stations; favored tax levies for good roads and their drainage, but opposed bonding the state to build macadam roads; condemned the carriers for inefficient and insufficient car service during the winter shipping months; opposed removing the grain standardization laboratory from Decatur to St. Louis; asked for a new incorporation law "to meet the requirements of co-operative practice"; denounced the practice of line houses bidding more at some stations than at others; demanded "legislation recognizing and legalizing practical co-operation from an anti-discrimination law, and a reciprocal demurrage law;" endorsed the parcels post bill in Congress; approved the absorption of the Co-operative Journal by the Farmers' Grain Dealers' Association of Illinois, Iowa, etc., and asked for the investigation into markets and new laws to remedy alleged inequalities in the inspection and grading of grain. The board of directors was asked to make satisfactory arrangements with the railroads as to shrinkage in transit and to discontinue filing claims for less than \$1.

Officers were elected as follows: President, F. C. Wallbaum, Ashland; first vice-president, H. W. Demforth, Washington; second vice-president, A. C. Rice, Jacksonville; treasurer, J. R. Abbott, Mason City; directors, L. R. Olmstead, Somonauk, and J. U. Surface, Mason City. Sec'y McCreery was re-elected by the directors.

HAY AND STRAW

Hay meadows in the valley about Clark, Wash., have been seeded.

Recent rains in California have lowered the price of hay as green feed is now in sight.

Hay sold higher at Cincinnati April 8 than it had since the Civil War. Timothy brought \$30.

Hay sold at Hudson, Wyo., the latter part of March for \$30. Bad roads and the weather made receipts light.

Pea vine hay is being sold a good deal around Montgomery, Ala. It is used both for feeding and for fertilizing.

The Illinois Association of Alfalfa Growers was recently organized with A. P. Grout of Winchester, Ill., as president.

The American Hay Co., New York, N. Y., has taken office 2, in the Hay Exchange Building, for a permanent local office.

C. H. Fisher & Co., hay dealers of Gloversville, N. Y., have opened a branch at Fonda, N. Y., and will also carry flour and feed.

The Erie Railroad has published notice that on and after April 1 the station at Bergen Junction will be called Croxton, N. J.

Louis Hock, connected with the American Hay Co. for over 25 years, and well known in Brooklyn and New York, died recently.

The embargo on hay by the New York Central has been removed entirely on shipments of hay from New York and Canadian points.

Hay is scarce in Blackford County, Ind., and liverymen have stopped buying timothy and are importing prairie grass for their stock.

March was a lively month for the hay market at Wagner, Mont. Hay opened at \$8 in March and rose to \$20. Bad roads caused small receipts.

Large hay-producing areas in California have been planted to orchards, but the decrease in hay acreage will be made up by the increase in alfalfa land.

Straw sold for \$10 a ton and hay at \$30 at Georgetown, Ky., the latter part of March. The scarcity of feed stuffs has resulted in farmers shipping in fodder of all kinds.

Emil LaCour of the Havana Brokerage & Supply Co., Havana, Cuba, formerly manager of the foreign department of the American Hay Co., is in New York at present.

Wichita, Kan., was more than two days behind on hay orders the latter part of March. Bad roads nearly brought about a famine. Hay had been selling at from \$10 to \$12 all winter but jumped to \$18 and \$20.

The Orland Alfalfa Meal Co., Orland, Cal., will start grinding May 1. The company has orders for many carloads of meal and is now contracting for hay from the farmers. The railroad is building a spur to the mill.

According to W. P. Brooks, director of the Massachusetts Experiment Station, hay is the largest crop of Massachusetts, and yet the average crop is only one ton to the acre. The experiment station meadows have never produced less than two tons.

More than 300 carloads of hay have been unloaded at Moorcroft, Wyo., during the past three months. It has been used on the ranges to prevent stock from starving to death. This is the first time for years that hay has been shipped to that district.

Members of the National Hay Association meeting in Cleveland were entertained at a banquet March 25 by the members of the Cleveland Hay & Grain Exchange. About 40 were present. C. G. Clark, of the grain and hay dealers' exchange was toastmaster.

The Public Service Commission will, on April 26, in New York City, investigate the causes of reported delays in the transportation of hay from upstate points to New York and Brooklyn. Complaints state that embargoes prevent shipments from 50 to 80 per cent of the time.

Livery stable owners of Dayton, Ohio, have complained to the authorities that feed dealers have been buying hay from the farmers at the city market and attempting a corner. A local ordinance makes it an offense to buy commodities in the public market for the purpose of resale.

The London Gazette recently published an order of the Board of Agriculture and Fisheries prohibiting the landing of hay and straw in the United Kingdom from any foreign countries with the exception of the United States of America, Canada, the Union of South Africa, Norway, the Channel Islands and the Isle of Man.

Merchants of Centerville, Tenn., are agitated over a recent freight rate on hay made by the N. C. & St. L. railway. The rate was formerly 16 cents but has been raised to 30 cents, which the merchants declare is prohibitory. Poor crops last year have made it necessary for nearly all feedstuffs and hay to be shipped in to supply the local demand. A pro-

test has been filed with the railroad commission by both the Centerville and Nashville, Tenn., dealers.

The Lander Valley, about Lander, Wyo., is practically stripped of hay, and ranchmen are fearing that they will have to ship in hay until late in April.

Canadian exports of hay first week of April from Portland and St. John were 8,112 bales against 13,688 a year ago. As regards the export trade, there is a good deal more space offered at both St. John and Portland; and the accumulations there have been well cleared. The English markets are about steady with the exception of London, which is cleared firmer.

Kansas City hay receipts for March aggregated 2,408 cars, as compared with 3,439 cars in February and 1,712 in March, 1911. The supply for March consisted of 1,916 cars of prairie, 37 cars of timothy, 13 cars of clover mixed, 8 cars of clover, 399 cars of alfalfa, and 36 cars of straw. Practically all arrivals were taken up as fast as they came in. The top price reached was \$22, which held for only a short time.

Dr. H. J. Webber, Professor of Plant Breeding in the New York State College of Agriculture, has called the attention of farmers to 17 new varieties of timothy which average 800 pounds more to the acre than the timothy generally grown. The new timothy varieties do not fall off the second year so much as the old kinds and may be seeded in the same ground for three years without an appreciable falling off in the crop.

Improved car service early in April has started a brisk business in Canadian hay, and during the week of April 6 from 30 to 50 cars went forward from interior points to different parts of Canada and the United States. There was also more enquiry for English account. At country points \$13.50 to \$14 was paid for good No. 2 and \$15 for choice No. 2 f. o. b. and accumulations in some sections have been cleared, as well as at the seaboard.

General hay markets of the country are still working under moderate supplies at some points, prices being higher. Bad roads for country hauling have lately curtailed such movement. Railroads too have labored under more or less of disability to handle this commodity. In the East the situation shows little change in prices or character of supply and requirement. The general range of prices in that section runs up to \$26@27 per ton for No. 1 qualities with too little of such offering. New York No. 2 timothy is going at about \$23@24 per ton and Canadian of the same brand brings \$1.00 less than the native hay. There was an accumulation of hay on the New York Central Railroad and an embargo was placed by that road on billing hay consigned to its principal receiving stations in New York City, that, however, was not a representative case of oversupply. Western values have ruled stronger on timothy and clover mixed during the week. St. Louis reports lighter receipts of prairie hay and clover and timothy mixed. Buyers are somewhat cautious excepting such of them as required supplies for permanent and continued use. Hay prices in the South are even higher than in the North with New Orleans quoting \$27@28.50 per ton for choice prairie and for No. 1 choice clover mixed \$25@27 per ton. In the middle west about equal to eastern prices are obtained.—Minneapolis Market Record.

LESPEDEZA HAY IN LOUISIANA.

A New Orleans paper on Feb. 22 recorded the receipt in that market of 25 cars of lespedeza hay from East Baton Rouge parish, the first shipment of a sale of 100 cars. The Langenberg Hay and Grain Co. was the purchaser, and C. F. White, president of the Farmers' Union of East Baton Rouge was the shipper. The shipment has called attention to the rapid increase of the forage crop in very recent years, and during the past winter lespedeza is said to have "practically saved the feed situation in Louisiana." The shortage of the timothy hay crop sent prices up to \$25 to \$29 a ton on the New Orleans market, while lespedeza sold at from \$14 to \$17.50, New Orleans receiving between 300 and 400 cars of the latter during the season, according to the estimate of dealers. Shipments of lespedeza to other points have been large also, dealers say. The crop itself was the largest the state has ever produced, and was at least big enough to cut an important figure in the market.

There is already a Lespedeza Growers' Ass'n in Louisiana which has started in to educate Louisiana farmers in the methods of culture and the value of this hay, with the result that last year's crop was large enough to create a permanent demand which will be fully supplied in the future to a still greater extent.

George N. Perrill of Bowersville, Ohio, president of the Xenia Grain Co., Xenia, Ohio, and manager of the elevator at Bowersville, is a candidate for the office of County Commissioner.

C. W. Adams, of Sioux City, Iowa, formerly sales manager of the Interstate Grain Co., has taken charge of the buying and selling departments of the Tiedeman Elevator Co., Sioux City.

PERSONAL

G. B. Phifer took charge of the Hawkeye Elevator at Hamble, Iowa, April 1.

Earl Kahl of Shipman, Ill., is now manager of the Medora Elevator, Medora, Ill.

The Farmers' Elevator Co., Luther, Iowa, has appointed Fred Carlson as manager.

A. J. Weldon has been selected as buyer for the Farmers' Elevator at Wabasso, Minn.

M. R. Hearst of Wyandot, Ill., has taken charge of the Farmers' Elevator at Malden, Ill.

D. H. Miller has been re-elected manager of the Farmers' Elevator Co., at Ferguson, Iowa.

G. W. Toyne of Ralston, Iowa, is now in charge of the Farmers' Elevator at Carroll, Iowa.

Sherman St. John of Heron Lake, Minn., is now traveling auditor for the St. John Grain Co.

John Kelly of Ute, Iowa, has taken the management of the Neola Elevator at Mapleton, Iowa.

Jens Larson of St. Peter, Minn., has been appointed agent for the Sharp Elevator at Sioux Falls, S. D.

H. W. Miller of Coleman, Texas, has taken charge of the business of the Hartley Grain & Feed Co., Hartley, Texas.

The Farmers' Elevator Co., Eagle Grove, Iowa, has engaged Lon Fisher as manager of the house for another year.

Perry S. Potts, Campbellstown, Ohio, is now manager of the elevator of the Farmers' Grain & Supply Co., Camden, Ohio.

Wilburn O. Robbins, of Glenavon, Ill., manager of the local elevator, was recently married to Miss Margaret Orendorff.

J. L. Shearer of Ashton, Iowa, has accepted a position with the Inter-State Grain Co. of Sioux City, as grain buyer.

M. H. Houser of Portland, Ore., will soon leave for the Continent and visit the various grain markets and centers of Europe.

C. E. Crane, who has been buying grain for the St. John Elevator Co. at Amboy, Minn., has been transferred to Adrian, Minn.

Philip J. Adolph took charge of the elevator of Wayne Brothers, San Jose, Ill., April 1, succeeding Lee E. Nieukirk who resigned.

J. J. Koehler, of Beason, Ill., has moved to Plainview, Ill., where he has bought a farm. He will conduct an elevator at Plainview.

Tobias Krahler, formerly of Oyens, Iowa, has taken charge of the Farmers' Elevator at Remsen, Iowa, succeeding George Schroder.

E. G. McQueen, who was the victim of an unfortunate accident at the Jacob Velde Elevator at Tremont, Ill., is rapidly recovering.

Fred Kozak will have charge of the house of the Northwestern Elevator Co., at South West Grant, near Milbank, S. D., after August 1.

John C. Riedesel, manager of the Farmers' Elevator Co., Glidden, Iowa, was recently married to Mrs. Wilhelmina Pasteur of Glidden.

Michael Meyers, who recently sold his business at Orangeville, Ill., has retained his business at Eleroy, Ill., and is now located in Freeport, Ill.

Lee Markley, who has been manager of the Miller & Brickley Elevator at Uniondale, Ind., has resigned and has been succeeded by Carl Underhill.

M. G. Torbet has resigned as manager of the St. Anthony & Dakota Elevator at Hallock, Minn., and has been succeeded by S. Scott of Angus, Minn.

Jens Larson, who has been in the employ of Sharp & Cramer, St. Peter, Minn., for the past few months, is now in charge of an elevator at Sioux Falls, S. D.

Charles Sweiger of Ripon, Wis., has severed his connection with the Milwaukee Grain Co., and has secured a position with the George I. Middleton Co.

J. E. Kernan has been re-appointed a member of the Wisconsin Grain & Warehouse Commission, which has charge of the grain inspection at Superior.

A. P. Hanson, who recently purchased the Moore Elevator at Hampton, Iowa, has retained Andrew Fransen, manager for A. A. Moore, in his old position.

O. M. Wood and George Metcalf of Allison, Iowa, have moved to Kesley, Iowa, where they will have charge of the grain business owned by John Metcalf of Allison.

The Farmers' Elevator Co., of Royal, Iowa, has selected George Parden of Ellsworth, Minn., as manager of the elevator, to take the place of Fred D. Roberts, resigned.

John Friburg of Plankinton, S. D., has gone to Dimmock, S. D., to open a grain elevator. C. A. Earl will manage both the elevators at Plankinton for the time being.

William Toyne has succeeded C. D. Hart as manager of the Farmers' Elevator in Carroll, Iowa. The new manager was the organizer of the Farmers' Elevator at Ralston, Iowa.

TRANSPORTATION

A bill has been favorably reported to the House to authorize the I. C. C. to make a physical valuation of the railroads of this country.

The congestion at Duluth has stimulated inquiry for space for early sailing and all available boats are under charter at 1½ to 1¾c.

Millers and grain dealers are working for transit privileges at Meridian, Miss., the refusal of which at that point constitutes, they claim, against them a favor of St. Louis, Cairo and Memphis.

The Belt Railway, Chicago, is now charging \$3 per car for switching from connecting lines to industrial plants and 1c per cwt. (60,000 lbs. minimum) to the industries to connecting lines.

Hay rate advances of \$2 to \$7 a car by Northwestern carriers into Chicago, East St. Louis, St. Paul, Duluth and Omaha and I. C. rates on hay Wisconsin to Chicago, effective March 15, have been suspended until July 13.

A rate of 12c on corn and oats and 13c on wheat in carloads has been made by the Rock Island road on shipments originating west of the Missouri river crossings, consigned to points in the southwest and Carolina territory, with transit privileges at Chicago.

Ocean freights at Montreal are firm. According to the Trade Bulletin contracts had been made up to March 28 for carriage abroad of 25,000,000 bushels of grain, "the largest amount that was ever before booked at this early season of the year, over a month before the opening of navigation."

The Commerce Commission on April 5 indefinitely suspended its recent order that railroads should not charge more than three-quarters of a cent per 100 pounds for elevation charges on grain moving through elevators. The order affects all railroads with terminals in Chicago, Kansas City, Omaha, St. Louis and Oklahoma City.

The Commerce Court on April 9 held that the Interstate Commerce Commission is without jurisdiction to require the Baltimore & Ohio and the Norfolk & Western Railroads to construct and maintain switch connections in Ohio with the Cincinnati & Columbus Traction Co., an electric line, and to maintain through routes and joint rates with that line. As this is a test case it is likely to be carried to the United States Supreme Court.

Minneapolis is advised that effective May 1, the rate on corn, rye, barley, spelt and other grains taking the same rate will be increased 8½c to Chicago, Milwaukee, Peoria and common points, with a greater advance to St. Louis and East St. Louis and Ohio river crossings; also that the rate on flax will be increased to 10 cents to Chicago, Milwaukee, Peoria and common points, with a greater advance to St. Louis and East St. Louis and Ohio river crossings.

A bill to abolish the Commerce Court was favorably reported to the House on March 28. It would practically restore the *statu quo ante* June, 1910; but the commerce law would be changed to authorize the courts to grant temporary injunctions restraining the operation of the commerce commission's orders only "in case where the court entertains grave doubts concerning the validity of the order and is of the opinion that irreparable injury would ensue if suspension is not granted;" and also would vest in the commerce commission exclusive authority over all litigation to which it is a party, relieving the department of justice of responsibility.

The Lackawanna R. R. was fined \$2,000 on March 20 at Buffalo, the charge being that it shipped free from Buffalo to Scranton, Pa., a quantity of hay to be used in feeding mules in the mines. This was the first criminal prosecution ever instituted against a railroad for violation of the commodities clause of the act to regulate commerce. Prosecution arose out of the fact that the hay was not used by the Railroad Company in the conduct of its business as a common carrier, but in its business as a miner of coal. In the view of the commerce commission this action means that eventually there must be a separation of the transportation and the mining operations of the Lackawanna as well, as of other railroads similarly engaged. They will not be permitted, under the law, to transport any commodities, except lumber, which is expressly mentioned in the act, for use in mines, unless the regular transportation charges are paid.

BILL OF LADING HEARING.

The bill of lading question was ably presented to the Senate committee on interstate commerce on March 15, when the grain shippers of the country generally joined the New York commission merchants in urging the committee to recommend legislation to make railroads liable for bills of lading, whether agents who issue the bills receive the goods or not. The shippers claimed that because railroads are not now responsible in such instances, bankers hesitate to deal in the bills. Chairman Clapp endorsed a proposal to require a clean bill for shippers instead of a load and count bill, and said he

would favor a bill to make the railroads liable in all instances. Thomas Payton, general counsel for the American Bankers' Association, furnished illustrations to show the magnitude of losses by bankers and others through bills of lading that would be avoided by the proposed legislation. Through Charles England of Baltimore the Council of Grain Exchanges favored bill of lading legislation. "If the integrity of the bills of lading of the country is to be impaired," said Mr. England, "the banks will not be the chief sufferers, but it will be the commercial interests who seek to have advances made on bills of lading." Henry L. Goemann of Toledo, Ohio, representing the Grain Dealers' National Association, favored the Pomerene bill slightly amended. This is the bill adopted by a number of the states.

AGENTS AS CLAIM ADJUSTORS.

The Frisco System is said to be at work trying to develop a plan "to increase the responsibilities and opportunities of its hundreds of station agents, and to make their remuneration commensurate with the results they achieve in the new work. Incidentally the imposition of new responsibilities upon the agents will enable the company to reduce its number of men in some of the other departments, while increasing the cohesiveness of the entire organization."

One part of the plan is to make an agent a solicitor of freight. Another part of the plan has already, for a year, been in operation. This is the plan of transferring to the operating department the function of making settlements of claims. The agents at all stations were authorized to pay from station funds claims for visible loss and damage in the case of both carload and less than carload freight, with certain exceptions and within the limit of \$50 for any one claim. These claims are usually local ones, such as damage to stock, etc. This feature of the plan is no longer an experiment, but has so demonstrated its practicability and advantages that it is now regarded as a permanent arrangement, and at a recent conference of the heads of departments it was decided to extend its scope. In the handling of claim matters it is believed that the station agents can perform a very useful function, as well as remove friction with local patrons of the road, by being empowered to settle small claims without delay and to expedite the settlement of all kinds of claims without tedious referring of papers from one office to another.

BALTIMORE NOT DISCRIMINATED AGAINST.

The complaint of Baltimore that she is being discriminated against in the matter of rates on grain from Indiana, Illinois, etc., to Baltimore and Southeast was dismissed by the Commerce Commission on March 19.

The decision by Commissioner Lane says in part: "We have no doubt that the increased rates have had much to do with the decrease in the movement to Baltimore. It cannot be denied that the cost of transportation is a potent factor in determining the route which traffic will take. If confronted by increased rates via routes over which it has been accustomed to move, it will naturally seek other outlets. But this is not the only reason for the change. The record shows that in recent years there has been considerable increase in the demand for grain in the South, and shipments of both wheat and corn to Southern markets have increased accordingly. The tendency has been to the South and southeastern Virginia, the Carolinas, Alabama, Georgia, etc., through Cincinnati and Louisville. Another matter worthy of note is that the production of wheat and corn in the territory in question has decreased considerably in recent years, while the home demand has measurably increased, and this has resulted in diminishing shipments to distant consuming markets. It also appears that the surplus of grain for export, speaking generally, has not been as large in the last three or four years as formerly, and that export movements have been correspondingly less. It cannot be doubted that these things have contributed largely to bringing about the changed commercial relations of Baltimore to the territory in question.

"A fact not to be overlooked in this connection is that, although in the last three or four years the production of corn in the South has very considerably increased, yet the heavier demand of the Southern markets has not been satisfied by the increased home production.

"Chicago is a grain market that draws directly upon the producing fields of Indiana and Illinois. Its elevators are supplied with equipment for cleaning, drying, cooling and otherwise treating grain of all kinds. While Baltimore is likewise a great market, and has elevator facilities for the like treatment of grain, Chicago is much nearer the original sources of supply, and in this respect undoubtedly enjoys natural advantages which Baltimore does not possess.

"That as a grain market Baltimore has in recent years suffered some injury because of the varying conditions herein mentioned is apparent from the record. But we are unable to find that such injury is the result of undue discrimination by these de-

fendants. They do not control the sales from the producing territory into Chicago, or the through rates to Eastern destinations via Chicago. They are not in a position and have not the power to remove the trouble of which Baltimore complains. If the rates in question were reduced there would be no means of preventing similar reductions in the rates via Chicago, in which event Baltimore would be left in the same position she now occupies. The defendants would be powerless to furnish the desired relief by their own act."

COMMERCE COMMISSION DECISIONS.

In R. R. Commission of La. vs. St. L. & S. W. Ry. Co., et al., the Commerce Commission declared for the first time the unexpected and far-reaching principle that a railroad must adjust its rates to render justice between communities, regardless of state lines; in other words, that if a railroad makes a low intrastate rate it must give to interstate business the same rate under the same conditions.

RELIEF TO INDIANA SHIPPERS.

In Van Natta Bros. et al. vs. C. C. C. & St. L. Ry. Co., the Commerce Commission has granted the complainants relief from rates that hitherto have prevented their shipping grain to Chicago, the Big Four rates having been made for the express purpose of forcing the grain to other markets in order that it might have the long haul. The territory occupied by the complainants (in Fowler, Earl Park, Raub, Greenwood and Templeton, Ind., and Sheldon, Iroquois and Donavan, Ill.) is a large grain producer; and the chief markets for this grain are Chicago and Eastern cities. Complainants' competitors not located on the Big Four have been getting the benefit of a rate of 4½ cents into Chicago, which gives them a through rate of 20½ cents from their elevators to New York, all rail, and a considerably lower through rate by lake, or lake and rail against a 6 and 7 cent rate to Chicago and a 22 to 23 cent rate to New York for the complainants, and, in addition, the former get the benefit of the transit privilege at Chicago. "The advantage to complainants' competitors is apparent," says the Commission.

"To ship their grain through Chicago to New York complainants must pay the local rate to Chicago plus the rate beyond, as they have no joint rate in force from the point where competitors' elevators are located to New York that apply by way of Chicago. Combination through rates may thus be obtained of 23 cents from Templeton, Atkinson, Earl Park, Fowler and Raub, and 22 cents from Iroquois, Sheldon and Donavan, Ill. Combinations may also be made of the inbound local rates and the outbound lake and rail rates, but transit privilege at Chicago is not allowed under any of these combinations.

"As the matter now stands, complainants can not ship their grain for Eastern markets via Chicago in competition with other operators in the same producing territory. They are denied the proportional or reshipping rate accorded their competitors and are likewise denied the transit privilege their competitors enjoy. The result is that they are effectively shut out of the Chicago market."

The complainants further lose the frequent advantage of the better bids for grain from Chicago; wherefor the Commission says:

"It is the right of a shipper to reach at reasonable transportation rates all markets within the sphere of his commercial activity. This right can not be denied by means of rate schedules constructed with the view to compelling favor to one market over another. The function of a common carrier is to transport at reasonable rates the traffic that is tendered to it, and it has no right, by any unreasonable adjustments of its rate schedule, to deprive the shipper of any market that would otherwise be open to him.

"Upon the facts of record we are of the opinion and hold that the rate adjustment complained of is unreasonable and unduly discriminatory. Its effect undoubtedly is to deprive the complainants of their right to reach the Chicago markets on relatively equal terms with their competitors, and they are thereby subjected to undue prejudice and disadvantage. For this situation the Big Four is primarily responsible. The record presents no reason why this defendant should participate in proportional or reshipping rates on grain under which transit privileges are allowed at Chicago, and decline to grant the same rates and privileges on grain for complainants' elevators. We hold that such course of conduct on its part creates an undue discrimination from which it should be required to desist."

The Big Four is "expected" to revise its tariffs in accordance with the views herein stated.

WATER ROUTES CONTROLLED BY THE COMMISSION.

The Commerce Commission in a decision rendered on April 9 made still another important step toward the absolute control of American transportation lines by holding that "a shipment by water from one point to another in the territory of the United States is coastwise business; that shipments by water from a port of the United States to a port of any foreign country, even though adjacent, is export business."

FIELD SEEDS

The Nashville Seed Co., Nashville, Tenn., has enlarged its salesroom.

A Newton, Kan., farmer successfully tested seed corn for himself and neighbors in an incubator.

Samples of seed corn tested at Dubuque indicate better general quality of Iowa seed than had been expected.

The Mott Pure Seed Co. has been formed at Mott, N. D., with Geo. Kline as president and F. E. Orr as secretary-treasurer.

The Manhattan station is urging all who plant alfalfa to be sure to test their seed, which if good should show 80 per cent.

Nevada barley growers recently sent 30,000 lbs. of seed barley from Carson Valley to Klamath, Ore., for seedling in Klamath County.

Manager Smith of the American Linseed Oil Co. has been in the Willamette Valley talking flax production there with farmers and others.

T. B. Foster of Warren Co., Ohio, dairyman, will plant 75 acres of soya beans this season to follow oats and Canada field peas as soiling crops.

S. C. Courteen of Milwaukee will erect an eight-story seed warehouse, Barnet & Record Co. of Minneapolis having the contract for plans and construction.

Seed oats, native grown, have been very scarce in Kansas this spring, especially of the four more prolific varieties, to-wit.: Red Texas, Sixty-day, Kherston and Burt.

The farmers of Cheyenne, Kiowa, Lincoln, Kit Carson, Yuma and Washington Counties, Colorado, are planning to plant a considerable acreage to flax, perhaps 10,000 acres all told.

E. C. Wiley, of Arkansas City, Kan., recently sent two bushels of alfalfa seed to Miss Anna Nichols, a missionary at Batavia, Java, who is interested in the possibilities of Java, and who will personally superintend the planting of this seed as it is seeded in Kansas.

In a recent bulletin the Ames station deprecates the seeding of oats brought into Iowa from outside states, no matter how appealing the seed may be, as experience has demonstrated that the home-grown seed is the better in every respect and should be used wherever possible.

The B. P. L., Agricultural Department, says that foreign clover seed does not thrive well as a rule. Most of it comes from England and southern Europe, and farmers are advised to use American clover seed, about 60,000,000 pounds of which, the Bureau of Plant Industry says, is raised here.

Imports of clover seed are rapidly decreasing. One of the largest importing firms writes that they estimate the total this season, including what has already arrived, also what is now afloat and what will arrive during April, to be nearly 140,000 bags. Think of it. There surely would have been famine prices if the foreigners had not exported so freely.—C. A. King & Co.

Hull, England, is a heavy importer of sunflower seeds from South Russia. The seed yields about 30 per cent of oil against only 18 per cent for the soy bean. The oil is a limp pale yellow, says Milling, very valuable for soap-making and to the varnish makers and is a possible future table oil. It has a pleasing taste; and the oil, as cake, has found a market among Continental feeders although its feeding status has hardly as yet been quite established.

A Kansas seedsman is reported as shipping to his warehouse a carload of sunflower seed directly from Europe. This would seem like carrying "coals to Newcastle"—inasmuch as Kansas probably grows enough sunflower seed to supply all the chickens, pigeons and canaries in the state. The seedsman says that 20 years ago he supplied his trade with seed from the Kansas sunflower, but in later years Kansas people do not harvest the sunflower crop.—Kansas Farmer.

Prof. C. P. Bull of the state agricultural college, as secretary of the Minnesota Field Crop Breeders' Association, has been sending out bulletins containing the names of farmers growing pedigreed grains who have seed in excess of their own requirements. Corn was scarcest of any grain this year, selling as high as \$8 per bushel, but there was a comparative shortage also of oats and barley good enough for seed, while choice seed flax was in smaller supply than in former years.

The North Dakota Improved Seed Growers' Ass'n has been organized with Walter Reed of Amenia as president and W. R. Porter of Fargo as secretary-treasurer. Annual meetings will be held in conjunction with the annual Tri-State Grain Growers' convention. The new association is largely the result of an appeal by Prof. Bailey to the Tri-State convention, when he said: "I am convinced that there is not much hope of improving our cereals in the Northwest until an association is formed among our farmers for growing and selling pedigreed seed.

The farmers are selling their best grain to be milled and keeping questionable grain for seed in North Dakota. There is a market today, he said, "for 50,000 bushels of pure seed wheat."

The Lewiston-Clarkston Fair Association will offer this year a cash prize for the most corn grown from 25 kernels of any variety. The stalks must be exhibited at the 1912 fair at Lewiston, October 7-12, with sufficient roots to show that the product is from one kernel with corn attached. The offer is made up the basis of \$1 a kernel and will be open to every one interested in the cultivation of corn.

Fremont Co., Idaho, last year grew 11,000 acres of peas worth \$90 per acre. Gallatin County will plant about 10,000 acres this season.

FLAX AS A TRAMP.

Why has flaxseed been moving in this country from one state to another, just like a tramp, and seems to have no abiding place? The reason is because the farmers have all had an idea that flax was hard on the ground and not until the experimental station of the University of Minnesota announced in their Bulletin No. 47 in July, 1896, did any one dare dispute the fact that flax was hard on the land. This bulletin says: "The amount of fertility removed by a flax crop from an acre of land was found to be small. An acre of flax seed producing 15 bushels to the acre will remove about 87 pounds of mineral matter. Wheat removes 210 pounds of mineral matter from the soil to the acre. Barley, 216 pounds; oats, 205 pounds; corn, 200 pounds. Flax takes about the same amount of plant food from the soil as wheat." The tests indicate that the actual draft on soil is less for flax than for wheat; even when the matter of water evaporation is under consideration, and for this reason has a favorable influence on the following spring wheat crop.—D. W. Daniels, in Minneapolis Market Record.

QUALITY OF SEED CORN.

In reply to a request sent to representative farmers, under the direction of the Department of Agriculture 1,708 samples of corn intended for seed this spring were tested by the seed laboratory of the Department, and they show an average germination of 81 per cent, distributed as follows:

State.	Number of samples.	Lowest germination %	Average germination %
Virginia	113	5	90.3
Kentucky	69	26	89.8
Missouri	151	2	88.7
Maryland	41	30	87.1
Iowa	141	20	85.4
Pennsylvania	144	0	84.2
West Virginia.....	55	8	82.5
Kansas	66	0	82.0
Ohio	189	10	80.7
Illinois	175	0	79.8
Indiana	108	0	79.0
Minnesota	106	0	76.1
Michigan	86	1	75.0
Wisconsin	88	0	73.9
Nebraska	100	30	73.1
South Dakota	57	1	64.6
North Dakota.....	19	0	56.8

The low average germination for many of the larger corn states shows how serious the condition is, many of the samples being practically worthless for seed purposes.

ARE YOU RAISING GOOD PURE WHEAT SUITABLE FOR SEED?

BY L. A. FITZ.

In charge Dept. Milling Industry, K. S. A. College.

For several years the Kansas State Agricultural College has been aiding farmers in securing better seed wheat. Last year 150 fields were personally inspected before harvest, and a list giving the names of about 200 farmers offering seed wheat for sale was supplied to those desiring it. Copies were sent the leading farm papers as well as to the milling and trade journals. Nearly all of this wheat was grown from seed coming originally from the Kansas Experiment Station and by far the larger per cent of the wheat advertised on this list was sold for seed purposes. About one-third of the men on the list reported their seed wheat sales. From the crop of 1910 over 35,000 bushels were reported sold direct by these farmers. The sale of about 32,000 bushels has been reported from the 1911 crop. Practically all of this wheat brought a premium over regular market grades and the farmer who secures good pure seed and then takes proper care of it deserves a premium.

Many of the farmers report the inspection and advertising has been a great help to them in disposing of their surplus seed. While a few did not sell all of their seed, many others report that the demand was greater than they could supply. There is always a demand for good seed because unfavorable seasons result in partial crop failures. Kansas is also furnishing seed for her sister states.

Farmers growing a good pure variety of wheat who desire to have it listed may send in requests. In order to be able to recommend any seed offered

for sale by the farmers of the State, it is planned to send out competent men to inspect the fields between the time of heading out and harvesting. Since the time during which this work can be successfully done is quite limited, it is desired that all farmers growing wheat which they expect to sell for seed send the following information regarding their present crop to L. A. Fitz, Manhattan, Kansas:

(1) Name of variety; (2) when and where obtained; (3) how long grown; (4) average yield per acre secured; (5) compared with that from other wheat; (6) number of acres of this variety to be harvested this season; (7) yield expected; (8) means used to keep it pure in growing and threshing; (9) location of farm, with distance from nearest town or postoffice; (10) additional information or suggestions deemed helpful to the work.

CLEANING ALFALFA SEED.

Pure alfalfa seed is rare, dodder being the most persistent adulteration. In order to insure as much freedom from dodder as possible the New York Experiment Station at Geneva recommends farmers to sift all alfalfa seed before planting through 20x20 mesh wire. As alfalfa seed is larger than dodder advantage may be taken of this fact to use a simple device by which commercial alfalfa seed may be made practically free from dodder and safe to sow.

Since ready-made sieves of the 20x20 mesh are not readily obtainable, it is advised to construct a light wooden frame 12 inches square by 3 inches deep and tack over the bottom of it the 20x20 mesh steel-wire cloth, enough of which wire cloth ought not to cost more than 15 or 20 cents. It is important that the wire cloth used be exactly 20x20 mesh, which may be determined by placing a ruler on the sieve or cloth and counting the number of spaces to the inch.

With a sieve of this kind it is estimated that a man can clean from three to seven bushels of alfalfa seed per day. From one-fourth to one-half pound of seed, and no more, should be put into the sieve at a time and vigorously shaken for one-half minute. To make the work uniformly thorough, the use of a cup holding not over half a pound of seed and careful timing of the sifting is recommended.

If the seed contains but little dodder one sifting may do, but when much dodder is present and particularly if it is of the large seed variety, two siftings, both made strictly as directed, are advised.

"Imports of clover seed cover many different kinds," says C. A. King & Co. "It is almost impossible to secure the amount of the red clover alone. It is partly a matter of guesswork. We have had a friend in New York investigate carefully. Custom house officials rely partly upon the importers in order to get at the varieties. The inward manifests do not always specify whether or not it is clover seed, and when they do, they frequently do not specify the kind. Custom house officials make their compilations by the month and at present are a month behind. We will get the daily arrivals by wire and try to have the guesses on the amount of red clover as reliable as possible. We suggested to the department at Washington that the amount of red clover, which is so highly important at present, be kept separate, but they have not yet complied with the request."

Apprehension existing in the West that because sappy corn has tested so poorly for seed, the alfalfa seed might be in the same condition, a correspondent of the Nebraska Farmer says it is highly improbable that the same condition would affect alfalfa. "Alfalfa seed, whether mature or immature, is presumably dry before cold weather and before being stored, and when dry, freezing cannot injure it. Low germination in alfalfa seed is more often due to the presence of a large percentage of exceedingly hard seeds than to any other cause. Immature seed is also low in vitality, but such seed can be fanned out with a fanning mill."

Until one has seen the process of separation, the amount of trash, dirt and undersized, imperfect or foreign seeds in a bushel of average alfalfa or clover seed is well-nigh unbelievable. For example, Government agents found on sale by supposedly reputable seedsmen alfalfa seed of which less than 7 per cent would grow, and nearly 11 per cent of the whole was trash and weed seeds. If properly regulated and operated, the fanning mill will clean and grade the seed. Through the simple expedient of properly cleaning seeds yields have been increased 15 or even 25 per cent.—Country Gentleman.

The Canadian Seed Growers' Association has revised its terminology and will hereafter recognize only two classes of seed, namely "elite stock seed" and "registered seed," by the former being meant seed which has been produced on a special seed plot in accordance with some definite system and which has shown itself after being properly tested to be worthy of distribution; and by the latter the succeeding progeny of "elite stock seed" up to and including the third generation when such seed has passed the required standards of purity and vitality fixed for "registered seed."

FIRES-CASUALTIES

The elevator of the Laning-Harris Coal & Grain Co., Kansas City, Mo., was damaged by fire recently to the amount of \$6,000.

The Northwestern Elevator at Sherman, S. D., was destroyed by fire recently. The elevator contained about 15,000 bushels of grain, all of which was destroyed.

Fire, of unknown origin, destroyed the Occident Elevator at Carson, N. D., March 18, causing a loss of \$40,000. The building and 9,000 bushels of grain were destroyed.

The elevator of A. K. Tweto, at Wahpeton, N. D., was destroyed by fire March 18, with a loss of \$20,000. The fire originated in the elevator and half the town was burned.

The grain warehouse of William Milkoff, Salt Lake City, Utah, was set on fire March 24 by tramps sleeping in the hay shed. Quick work reduced the loss to only about \$200.

Fire destroyed the electric feed mill and warehouse of M. Meyers at Rollingstone, Minn., March 28. The loss is about \$1,200 with insurance of \$700. The fire is thought to have been set by tramps.

The Northwestern Elevator Co.'s house at Aneta, N. D., was destroyed by fire March 22, causing a loss of \$25,000, fully covered. The elevator had caught fire the day before but it was thought the fire had been put out.

A grain elevator at Mulberry Grove, Ill., was wrecked by the recent cyclone, March 19. The Prange Flouring Mill at New Douglas, Ill., was unroofed and damaged and houses in Madison County were damaged.

The grain warehouse of the Garfield Union Warehouse Co., Spokane, Wash., was burned recently. About 4,000 sacks of grain were destroyed. The building loss was \$4,000 with insurance of \$2,500. The loss on the grain was \$7,000.

The Northwestern Elevator at Atwater, Minn., was totally destroyed by fire March 13. All the company's books and records were destroyed. The elevator contained about 9,000 bushels of wheat. The loss is fully covered by insurance.

The friction of a wooden pulley caused a \$200 fire at the grain house of the Joseph Huermann Co., Cincinnati, Ohio. The fire had smoldered all one night and was discovered next morning just as six rafters in the upper story burst into flames.

Fire caused by spontaneous combustion destroyed the stock and store of Walter Taylor & Son, hay and grain dealers, Richmond, Va., causing a loss of about \$8,000. The stock in the warehouse was a total loss but was fully covered by insurance.

The O. J. Crowell Elevator at Columbia City, Ind., was destroyed by fire March 13, with a loss of \$7,110. The fire started from a gasoline explosion. The owner carried insurance to the amount of \$3,000. About 3,000 bushels of grain were in storage.

The Farmers' Elevator and feed mill at Lone Tree, N. D., were destroyed by fire March 26 with a loss of about \$20,000. The entire upper part of the elevator was in flames when the fire was discovered. About 6,000 bushels of grain were destroyed.

The Peavey Elevator at Council Bluffs, Iowa, caught fire March 28 and \$1,000 damage resulted. The fire was extinguished by the automatic sprinkler system which the company has installed in all its elevators. The loss was fully covered by insurance.

The elevator of T. J. Allen at Moorland, Iowa, was burned March 26, with a loss of \$14,000. Insurance to the amount of \$7,000 was carried. The fire is supposed to have started from sparks from a passing engine. The owner states that he will rebuild immediately.

The Ogilvie Elevator and Flour Mill, Morden, Man., together with the feed warehouse, was destroyed by fire March 30. About 3,000 bushels of wheat were destroyed. The plant caught fire from a small building nearby. The loss of \$40,000 was covered by insurance.

An overcharge of nitroglycerin placed in the safe of the Williams Grain Co., Chicago, Ill., wrecked the safe and the office of the company and also tore away part of the leg of one of the safeblowers. The men who blew the safe were not caught. Nothing was taken out of the safe.

The 35,000 bushel elevator of the Western Elevator Co., located at Weyburn, Sask., was destroyed by fire March 19. The contents of the elevator, about 7,000 bushels of wheat and flax, were spoiled by the water and fire. Insurance was carried which will cover the loss of \$25,000.

The hay house of the Kalmbach-Ford Co., hay and grain dealers, Shreveport, La., was recently burned with a loss of about 9,000 bales of hay. The loss was practically covered by insurance. Spontaneous combustion is thought to have been the cause of the fire. The company's elevator and mill caught

fire once or twice while the hay house was burning, but prompt work prevented their destruction.

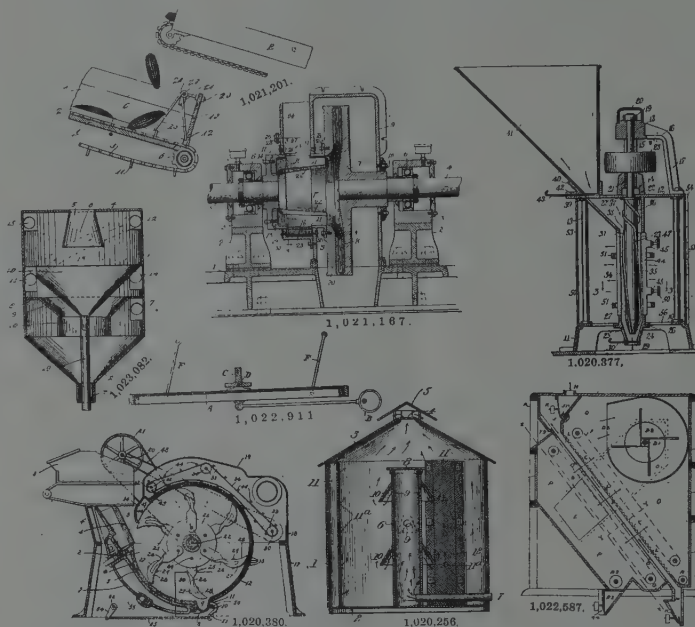
The Northland Elevator at Overly, N. D., was destroyed by fire recently. About 10,000 bushels of grain were destroyed with the building.

The feed house of the Slitz Grain Co., Lubbock, Texas, was burned to the ground recently with a loss of \$1,400. Insurance to the amount of \$600 was carried.

Incendiaries burned the Elliott Elevator at Rolla, N. D., March 17. The loss was about \$10,000, mostly on implements stored in the elevator. A small amount of grain was destroyed. The Imperial Elevator was also discovered on fire, but was extinguished before the flames gained any headway.

The grain elevator of Fay T. Root & Co., Farmdale, Ohio, was damaged by fire March 15. The greatest damage done was by the water poured on the elevator to prevent the burning building next to it from setting it on fire again. The fire started from a gasoline explosion in the adjacent building.

Two men were seriously injured at Berlin, Cal., when the walls of the grain warehouse at that place collapsed. They were working in the warehouse and a large pile of sacked grain fell over upon them when they were close to the wall, which gave way beneath the weight of the grain, probably saving



the lives of the men, otherwise they might have been crushed to death.

The Medicine Hat Milling Co.'s elevator at mill at Grassy Lake, Alta., has been destroyed by fire. The loss is partly covered by insurance. The value of the grain destroyed was about \$12,000 and the loss on the building about \$6,000. The company will rebuild as soon as possible.

FIRE WASTE FOR 1911 EXCESSIVE.

The fire losses in the United States and Canada for 1911 exceeded \$260,000,000. The Government officials, the underwriters and firemen all agree that the majority of fires are due to carelessness and are easily preventable. All of the recent fires, which have attracted public attention because of the heavy loss of life with which they were accompanied, were due to the carelessness and indifference of the owners, occupants, or municipal authorities.

The country cannot go on indefinitely burning up hundreds of millions each year, merely for lack of proper individual and municipal responsibility. New York has been spending \$10,000,000 a year for fire extinguishment and only \$10,000 for fire prevention; other large American cities proceed on practically the same plan. Now and then a disaster occurs that arouses the public and the authorities, and fire prevention is to be made much more prominent hereafter; but the most important consideration is the development of a sense of personal responsibility on the part of property owners for the excessive fire waste, which is draining the resources of the country and weakening its insurance capital. A score of fire insurance companies retired from the field in 1911 because of the heavy losses of 1910 and the unfavorable outlook, two of the number being companies over a hundred years old.

The Montreal Harbor Commissioners on March 28 raised the rates for the use of the grain elevator under their control to 1.6c per bushel, as against 0.9c of a cent formerly. Grain men are protesting against the increase, pointing out that the old rate was the same as that in New York and Boston.

LATE PATENTS

Issued on March 12, 1912.

Crusher and Pulverizer.—Milton F. Williams, St. Louis, Mo., assignor to Williams Patent Crusher and Pulverizer Company, St. Louis, Mo. Filed October 1, 1910. No. 1,020,380. See cut.

Slicing Hammer.—Milton F. Williams, St. Louis, Mo., assignor to Williams Patent Crusher and Pulverizer Company, St. Louis, Mo. Filed August 28, 1911. No. 1,020,381.

Grain Cleaning Machine.—Henry E. Walker, Honolulu, Hawaii. Filed September 28, 1910. No. 1,020,377. See cut.

Apparatus for Drying Grain in Bins or Granaries.—George W. Boll, Wichita, Kan. Filed April 1, 1910. No. 1,020,256. See cut.

Issued on March 19, 1912.

Driving Belt.—Matthew Hawe, Pelham Manor, N. Y. Filed October 7, 1911. No. 1,020,496.

Grain Door.—Charles A. Larsen, Colgate, N. D. Filed September 9, 1910. No. 1,020,831.

Issued on March 26, 1912.

Attrition Mill.—John S. Sorensen, Muncy, Pa., assignor to Sprout, Waldron & Company, Muncy, Pa. Filed April 7, 1911. No. 1,021,167. See cut.

Chute Attachment for Corn Shellers.—Nels L. Larson, Villisca, Iowa. Filed November 13, 1911. No. 1,021,201. See cut.

Issued on April 9, 1912.

Combined Car and Grain Door.—Robert C. Johnson and Duncan S. McEwing, Chicago, Ill. Filed October 28, 1909. No. 1,022,422.

Dust Collector.—Gustav A. Kluge, Chicago, Ill. Filed April 13, 1908. No. 1,023,082. See cut.

Pulverizer.—Milton F. Williams and Edward H. Frickey, St. Louis, Mo., assignors to Williams Patent Crusher and Pulverizer Company, St. Louis, Mo. Filed June 15, 1910. No. 1,022,454.

Apparatus for Separating Small Particles from Larger Particles.—James Higginbottom, Liverpool, England. Filed April 4, 1905. No. 1,022,587. See cut.

Tapping Device for Sieves or Screens.—Frederick W. R. Williams, London, England, assignor of one-half to Charles H. Mower, London, England. Filed August 10, 1911. No. 1,022,911. See cut.

More than 52,000 persons heard the lectures of the Nebraska seed corn special instructors in March last. The state's Country Life Commission held a single meeting for three days at Minden with a total attendance at the sessions of 7,500. It was during this meeting that one of the Burlington's seed corn specials, stopped at Minden and large numbers attended the lectures of the corn specialists.

Dignified competition is desirable. It stimulates. It satisfies. Every grain buyer should encourage it. The average farmer is seldom pleased. He always wants more than the present market affords. He expects the grain buyer to shut his eyes and pay gold for brass in buying. Central Ohio dealer says when farmers come with poor grain he always wants them to try other buyers before selling to him. It helps him to satisfy them on the price. It makes them feel better for the future. By dignified competition we mean regular dealers who have a permanent investment, pay taxes and support the town—the kind who have a reputation to protect and who seek the good will of the community for the future.—C. A. King & Co.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

FOR SALE.

Elevators in Illinois and Indiana that handle from 150,000 bushels to 300,000 bushels annually. Good locations. Prices very reasonable. Address JAMES M. MAGUIRE, Campus, Ill.

ELEVATORS IN NORTHWEST FOR SALE

Sixteen elevators in North Dakota and Minnesota for sale. Good stations; prices reasonable. Will sell either as a line or separate. Address 308 BOARD OF TRADE, Duluth, Minn.

IOWA ELEVATOR FOR SALE.

New grain elevator and coal business in Franklin County, Iowa, on Rock Island Railroad for sale. Fine territory, new station earning good profits. Easy terms; satisfactory reason for selling. Buyer could open up general store to advantage. Address BOX 440, Des Moines, Iowa.

FOR SALE OR EXCHANGE.

Good inside, income bearing, city property in one of the best cities in Iowa for sale or exchange. Would consider a small line of elevators in northwestern Iowa or southeastern South Dakota. What have you to offer? Address N. T., BOX 3, care American Elevator and Grain Trade, Chicago, Ill.

FINE TERMINAL PLANT FOR SALE.

Grain Elevator property for sale at Harvey, Ill., on Grand Trunk Railroad. Description: 10 fire-proof storage tanks, capacity 250,000 bushels; bleaching tower; boiler house and boiler; office; motors; machinery; electric switches; concrete foundation for working house, etc. Direct and belt connections with all railroads. Address H. W. ROGERS & BRO., Western Union Bldg., Chicago, Ill.

ELEVATOR IN TERMINAL MARKET FOR SALE.

Elevator of about 200,000 bushels storage capacity for sale. Ten steel tanks. Iron clad steel frame work house. Fairbanks steel hopper scale. Grain drier. Hundred horse power engine and boiler. Everything in first class condition. Terminal market; thirteen railroads. Can buy at all country points tributary to Chicago, also vast grain territory Chicago cannot reach. Can buy in Chicago, St. Louis, Kansas City, Omaha, Milwaukee, Minneapolis, and ship for storage, and rebill beyond without additional charges to the through rate. Insurance rate on tanks 55c per thousand. A live man can net \$20,000.00 per annum. This elevator sold for \$24,000.00 when storage was not worth the money it is today. Several thousand dollars expended last fall on repairs. Present owner cannot give elevator personal attention account of other business. Price \$15,000.00. Address ARTHUR JEROME, Box 4, care American Elevator & Grain Trade, Chicago, Ill.

99

For twenty-five years 99 Board of Trade has led as headquarters for latest grain news and descriptive literature covering world's crops. Wagner Letter, Wagner Crop Booklet, "Grain Investments" sent on request. Write to 99.

E. W. WAGNER & CO., 99 Board of Trade, CHICAGO

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SCALES FOR SALE.

Fairbanks Track and Wagon Scales of modern construction for sale. Both good as new. For particulars apply to BRINTON WALTER, Christiana, Pa.

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MOTORS AND ENGINES FOR SALE.

One 10 hp. 500-volt Thompson Houston direct current motor for sale. Also one 5 hp. 500-volt motor machine; one 30 light Mather engine on direct current; one 20 hp. gasoline traction engine used to plow 100 acres. Address A. H. ARP, M. D., Moline, Ill.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

SECOND-HAND BAGS AND BURLAP.

We have at all times on hand for disposal large quantities of all kinds of second-hand Burlap and Burlap Bags, as well as Cotton and Paper Flour Sacks, for all purposes, which we offer at reasonable prices. Our specialty is purchasing most anything in this line and grading and mending them for the consumer. PEERLESS TRADING CO., 106 Canal St., Syracuse, N. Y.

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WANTED TO BUY.

We are cash buyers of second-hand grain elevator machinery of all kinds; belting, shafting, buckets, hangers, power transmission and conveying machinery of all descriptions. Send us a list of what you have to offer. THE CLINTON SUPPLY CO., 117 So. Clinton St., Chicago, Ill.

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Can use up to 25,000 bushels of mahogany corn. Send samples and name lowest price. Address C. C. LEWIS, Chamber of Commerce, Buffalo, N. Y.

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We have several cars of first class ear or shelled seed corn to offer. Reid's Yellow Dent and Silver Mine. Address STOECKER SEED CO., Peoria, Ill.

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We have for sale 2,000 bushels. recleaned native grown alfalfa seed and 1,000 tons of sound alfalfa hay. Write us for prices. NEBRASKA-COLORADO CO., Kearney, Neb.

Edward P. McKenna

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Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

ALFALFA SEED FOR SALE.

Choice alfalfa seed for sale. Guaranteed free from weed seeds or dodder. U. S. Agriculture test 98.75% pure. In 5-bushel lots, \$11.00 per bushel; less than 5-bushel lots, \$11.50 per bushel. Address J. M. GATES, Fort Crook, Neb.

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Commercial German National Bank, Peoria, Ill.

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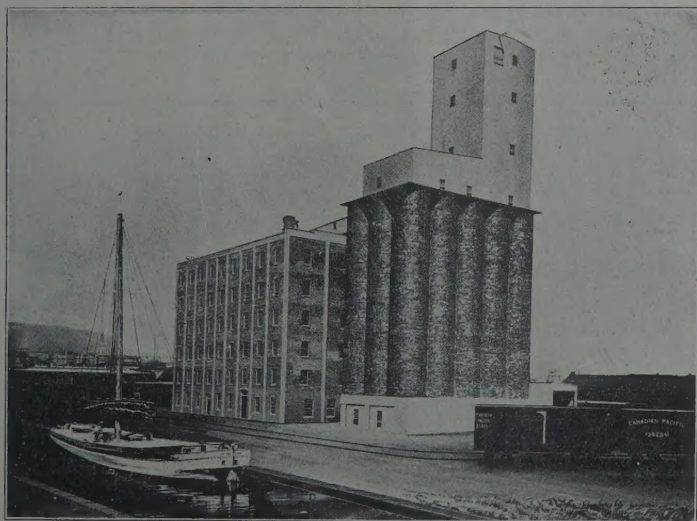
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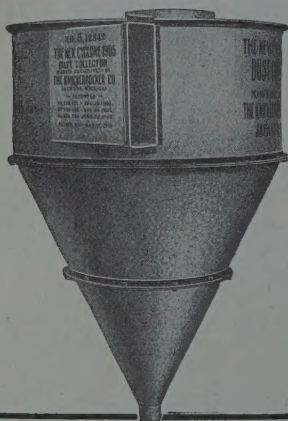
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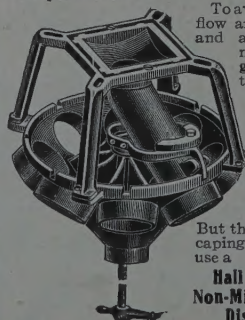
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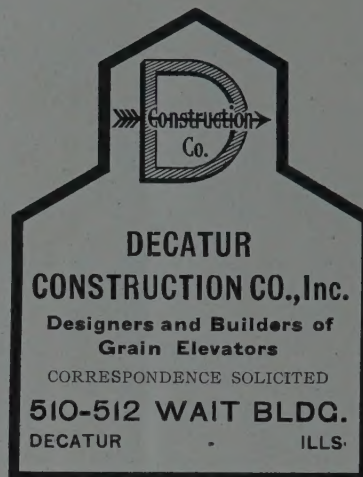
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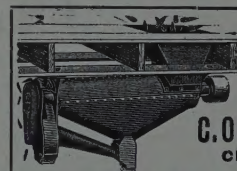
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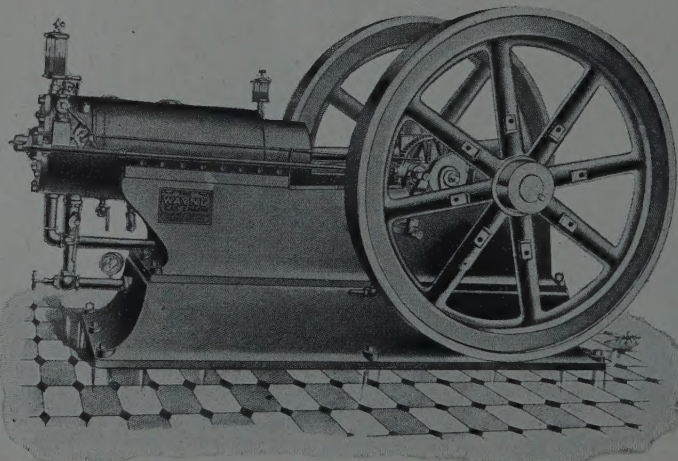
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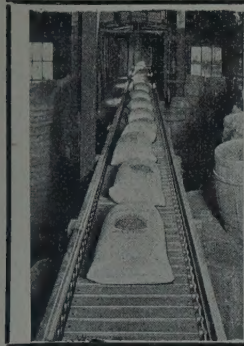
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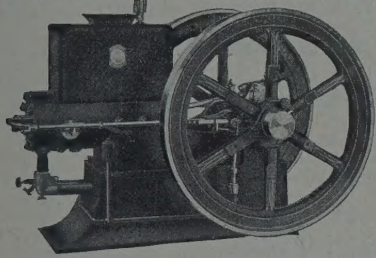
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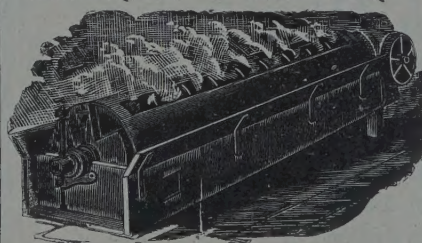
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Delp Grain Co., E. E., grain and feeds.
Miller & Sons, L. F., receivers and shippers.

PITTSBURG, PA.

Foster, C. A., grain, hay and feed.
Hardman & Heck, hay, grain and feed.
Heck & Company, W. F., receivers and shippers.
McCaffrey's Sons Co., Daniel, grain and hay.
Morgan, H. G., hay and grain.
Stewart & Geldel, D. G., grain, hay and feed.

ST. LOUIS, MO.

Fallis, J. C., grain commission.
Mullally Commission Co., John, com. merchants.
Picker & Beardsley Com. Co., grain, hay and seeds.
Prunty, Chas. E., grain and seeds.

TOLEDO, OHIO.

King & Co., C. A., grain and seeds.
Raddatz & Co., H. D., grain and seeds.
Rundell Co., W. A., grain, feed and seeds.
Southworth & Company, grain and seeds.
Wickenhiser & Co., John, grain dealers.
Zahn & Co., J. F., grain and seeds.

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